

Solution Consultant

Company overview

Tangent90 deliver innovative digital solutions for the Life Sciences industry, working with many of the largest pharmaceutical companies. We are in an exciting phase of accelerated growth, driven by the demand for our flagship product, Trustrack, that delivers on the key need to drive better engagement with healthcare professionals through digital channels.

Now is an exciting time for the right candidate to join a motivated and collaborative team contributing directly to the growth and development of the company and its product portfolio.

If you are an ambitious and pro-active individual with a passion for technology solutions and how they translate into business benefits, we want to hear from you.

Tangent90 offers an environment where you can advance your individual development, share and cultivate your ideas and be part of the growth journey.

About the role

Working closely with the sales team, the Solution Consultant will demonstrate our solutions to prospective customers. Key to this is conveying how the proposed solutions meet the customer's needs and the value the solutions bring.

The Solution Consultant will partner with the sales organisation to identify and pursue business opportunities in a consultative manner and will lead technical discussions and requirements discovery sessions. In doing so, the Solution Consultant will develop and maintain key customer relationships.

In addition, the Solution Consultant will work closely with the marketing team to help position our solutions through the marketing channels.

In order to fully understand the functional and technical capabilities of our solutions, the Solution Consultant will maintain an active dialogue with the technical and production teams.

Tangent90 is UK based, but given the nature of the role, all European locations are considered. Office or remote based initially, with significant travel expected when travel returns to normal.

Responsibilities will include:

- For every opportunity:
 - Build a detailed understanding of the customer's business and needs
 - Prepare for the demonstration including tailoring to the specific scenario
 - Deliver interactive and engaging demonstrations
 - Work in partnership with the account executive during the entire sales process
 - Develop and maintain key customer relationships
- Develop and maintain full understanding of our product suite from a functional and technical perspective
- Support Requests for Information and Requests for Proposal
- Provide relevant input for scoping and statements of work
- Handover to production on completion of sale
- Identify and assess product enhancement opportunities and validate these with customers

- Develop and maintain relevant software market insights
- Provide input to promotional content (e.g. product videos)
- Continually enhance the demonstration capability including partner integrations
- Work with the innovation team to setup demonstrations and Proof of Concepts for new initiatives
- Present our solutions at events, webinars, etc.

Requirements and capabilities we are looking for:

- Bachelor's degree Information Technology, Computer Science, Pharmaceutical Sciences, (Medical) Science or other relevant degree preferred
- A minimum of 3 years' relevant work experience
- Technical aptitude and eagerness to learn new technologies
- Ideally multiple years of experience with CRM, ideally Veeva CRM, in combination with a good understanding of the commercial function in Pharmaceutical companies
- Awareness of broad IT solution stack (data warehouse, analytics, integration approaches and technologies)
- Excellent verbal, written and presentation skills with the ability to foster effective customer relationships
- Ability to work independently, manage deadlines and set priorities
- Innovative entrepreneurial spirit to help drive the business forward
- Fluent in English with other languages preferred
- Ability to travel in Europe/US

Please note - Keeping safe and healthy in the workplace is important at any time but even more so in times like these. Therefore, due to Covid-19, all staff members are now working remotely until further notice. Our hiring process is no exception - to protect you, our hiring team and others around, we will be arranging remote interviews with the successful candidates.

If a candidate is based in the UK, you must be eligible to work in the UK