

JOB PROFILE



JOB PROFILE

BUSINESS SOLUTIONS CONSULTANT

We are seeking an energetic and efficient person to join one of the industries' most successful consulting teams. The ideal candidate is someone who has the drive to succeed, will be proactive, confident, and possesses a strong work ethic.

Do you want to help businesses become more efficient handling their paper and electronic documents, display content to their clients and employees, create and educate through 3D technology and assist in the management of their network systems? ImageNet Consulting provides an in-depth training program to certify you in becoming a Business Solutions Consultant. As the global marketplace puts costs pressures on U.S. companies, businesses are hungry for ways to become more efficient. Every business is now a potential customer for the software and hardware products that offer a beginning to end solution for content management, giving ImageNet a unique position in the market. Learn to prospect for these opportunities and once identified, realize the joy of providing a company with substantial operational savings while earning an exceptional income.

EDUCATION/SKILLS/EXPERIENCE REQUIRED

- + Bachelor's degree preferred
- + Knowledgeable in MS Office programs, such as Word, Excel, Outlook, and PowerPoint
- + Dependable, highly-organized and very detail oriented
- + Financially driven
- + Superior interpersonal skills
- + Ability to handle multiple tasks at any given time
- + Ability to act independently and use discretionary judgement
- + Exceptional verbal, written and communication skills

DUTIES/RESPONSIBILITIES

- + Pro-actively develops customer relationships by listening, understanding, anticipating, and providing content management solutions to customers
- + Responsible for evaluating business scenarios, determining how to best service the needs of the customer, and enhance the bottom line
- + Responsible for a mix of weekly sales calls and account development calls to develop relationships with key decision makers
- + Work closely with clients during implementation of new business to ensure a successful partnership
- + Must have strong research skills
- + Delivers exceptional customer service to clients and potential clients
- + Coordinates all contracts and follow-up
- + Maintain all data according to standards set by ImageNet Consulting

COMPENSATION

Base salary, cell phone allowance, car allowance and an excellent commission program. Benefit package as set out by company guidelines.

AUTO INSURANCE REQUIREMENTS

All employees that are required to use their personal vehicle for business purposes are required to provide ImageNet with evidence of insurance and agree in writing to keep this insurance current throughout employment.

[FIND OUT MORE AT IMAGENET.COM](http://IMAGENET.COM)