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Services Sales Consultant

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Company: NCR Corporation

Location: United Kingdom

Category: other-general

About NCR/VOYIX

NCR VOYIX Corporation (NYSE: VYX) is a leading global provider of digital commerce solutions for the retail, restaurant and banking industries. NCR VOYIX is headquartered in Atlanta, Georgia, with approximately 16,000 employees in 35 countries across the globe. For nearly 140 years, we have been the global leader in consumer transaction technologies, turning everyday consumer interactions into meaningful moments. Today, NCR VOYIX transforms the stores, restaurants and digital banking experiences with cloud-based, platform-led SaaS and services capabilities.

Not only are we the leader in the market segments we serve and the technology we deliver, but we create exceptional consumer experiences in partnership with the world's leading retailers, restaurants and financial institutions. We leverage our expertise, R&D capabilities and unique platform to help navigate, simplify and run our customers' technology systems.

Our customers are at the center of everything we do. Our mission is to enable stores, restaurants and financial institutions to exceed their goals – from customer satisfaction to revenue growth, to operational excellence, to reduced costs and profit growth. Our solutions empower our customers to succeed in today's competitive landscape.

Our unique perspective brings innovative, industry-leading tech to all the moving parts of business across industries. NCR VOYIX has earned the trust of businesses large and small — from the best-known brands around the world to your local favorite around the corner.

TITLE: Services Sales Consultant

GRADE: 12

LOCATION: UK, Virtual

POSITION SUMMARY & KEY AREAS OF RESPONSIBILITY:

- The position is UK virtual but with a preferred location near major transport hubs
- Primary goal for this role is to grow New Customer Acquisition around the Full Lifecycle of Services which includes Managed and Multivendor services revenues; Services customers that frequently span multiple areas and countries; May gain exposure to global accounts
- Required to partner with Solution Sales team to develop Service Solution Opportunities and provide funnel management; Drive service delivery team to develop optimal service solutions and act as the Subject Matter Expert around Service Solutions to the customer.
- Required to manage assigned sales orders and revenue objectives by executing on activities that ensure exceeding the goals; Manage services marketing function to develop and promote the services solution strategy
- Ensure the sales funnel is growing with high quality opportunities from both new and existing customer bases. Identify upside and risk in sales outlooks and maximize Service Solution offers across all NCR opportunities; Leads account planning and opportunity planning sessions
- Involved with sales development activities, proposals, demos, presentations, etc
- Partners with other business units to expand cross-sell opportunities; Identifies and targets opportunities across existing and new prospects
- Participate in major bid reviews; Participate and adhere to the Global Customer Services Governance Process

Desired Skills and Experience

BASIC QUALIFICATIONS:

Bachelor's Degree

5-7 years of related experience

Strong leadership skills, motivational and self-directed;

Strong account planning and analysis skills

Market planning and promotion experience;

Business, negotiation and financial planning experience required

Excellent oral and written communication skills

High level of creativity, able to provide unique solutions to a wide variety of challenges

Ability to travel 25-50% of time

Offers of employment are conditional upon passage of screening criteria applicable to the job

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