



INTERNATIONAL
DECISION SYSTEMS

776 Solutions Engineer Minneapolis

International Decision Systems, Inc. is a world-class software developer of enterprise level software for the commercial finance industry. Headquartered in Minneapolis, MN with global offices in Australia, Europe and India, International Decision Systems, Inc. has a 30-year history of serving the majority of the top 200 leasing organizations worldwide. International Decision Systems, Inc.'s customers are among the largest publicly traded organizations in the world and they value International Decision System, Inc. for its nimble, responsive technology expertise. At International Decision Systems, Inc. you'll be part of an innovative team of professionals who serve the world's commercial finance industry with progressive products and financial depth only available from an integrated strategic partner.

Job Summary:

Provides clients and sales reps with business and technical product advice and demo support during pre-sales discussion. Also provides post-sales consulting, if needed.

Essential Duties and Responsibilities:

- Perform detailed software demonstrations, as requested, simultaneously explaining merits and benefits of IDS products.
- Proactively sell all IDS products, services and solutions on a consultative basis.
- Work closely with Sales Executives to help push sales opportunities from qualification to closing.
- Perform BPR's (Business Process Reviews), create and present custom product demo's based on BPR input, and provide product information to prospects and customers.
- Perform services (non-billable and billable) to prospects including assistance with the gap analysis, implementation planning (incorporating other department schedules), etc.
- Assists with responses to Requests for Proposals (RFP's) and Requests for Information (RFI's)
- Answers prospects' and salespersons' product questions.
- Processes customer sample data on IDS Financial Systems software for client review.
- Assists with the transition from prospect to client within the organization.
- Keeps abreast and proactive with other team members to assist as requested in facilitating the sales process until closure.
- Prepares for sales events (demonstrations, meetings, site visits, etc.) by scheduling IDS resources, testing equipment and software set-ups, assisting with internal briefing and strategy sessions, customize PowerPoint presentations, update demonstration databases, etc..).
- Suggests product and process improvements for all IDS Financial Systems products including new product development ideas and processes.

Additional Responsibilities:

- Organize, prioritize, and handle multiple tasks/assignments/projects.
- Participate in proactive team efforts to achieve departmental and company goals.
- Provide leadership to others through example and sharing of knowledge/skill.

- Perform other duties as assigned.

Qualifications:

Experience/Education

- Bachelor's degree from a four-year college or university or equivalent experience.
- 2 + years experience in creating and giving software product demonstrations.

Knowledge, Skills and Abilities

- Working knowledge of IDS software products and software sales experience is preferred.
- Strong knowledge of IDS's mission-critical system – InfoLease – is preferred.
- Willingness to learn about all IDS Financial Systems products.
- Highly motivated, resourceful, driven, and has a “well rounded” understanding of the leasing industry and business practices.
- Ability to demonstrate software in front of groups while incorporating selling techniques.
- Must possess excellent writing, verbal, and presentation skills.
- Intermediate knowledge of MS Office, technical and audio-visual equipment skills.
- Ability to perform duties with nominal direction.
- Occasional travel (up to 35%) by land and/or air is required.

Candidate must be able to pass criminal and credit background check.

This job description is intended as a summary of the primary responsibilities of and qualifications for this position. The job description is not intended as inclusive of all duties an individual in this position might be asked to perform or of all qualifications that may be required either now or in the future.

As an Equal Opportunity Employer, we are committed to a diverse workforce.

To be considered for this position, please apply at the link below.

<http://rec.direct-assessment.net/Test//Forms/LoginAssessment.aspx?SecurityKey=DFB650CC-C406-4745-8036-939A4D80B82A>