



# Solutions Specialist

Location: Montreal (Quebec)

Social-minded technology-enthusiasts, do apply! The BroadSign Solutions Specialist is a product specialist that sits between the sales team and the technical team in a customer-facing environment. This role requires sharp analytics skills as well as confidence and presentation skills. A passport is required for this position since it may involve travel to customer locations.

## Marketing Responsibilities

### Strategy

- \* Product demonstrations and product capabilities questions and answers
- \* Product training over the phone or in-person for prospects in the evaluation phase or comprehensive training for new customers
- \* Participation in customer discussion boards
- \* Assist with RFP/RFI responses related to technical needs
- \* Provide feedback into the product development cycle

### Required skills:

- \* Ingenuity is the number 1 quality in a solutions specialist – an exact mix of technical skills and creativity
- \* Charisma is a close second because you are presenting to prospects during a buy-decision process
- \* Ability to adapt to exceptional situations regarding schedules related to presentations to international customers
- \* Organization and communication skills not just towards the clients, but internally as well
- \* Adapt to changes rapidly
- \* Excellent written and oral skills (English and French)

Please send your detailed resume to: [HR@broadsign.com](mailto:HR@broadsign.com)