



Job Title: Lead Solution / Digital Transformation Specialist

Location: Remote

About Us:

InSource Solutions is a leading industrial software solutions provider and a trusted partner of AVEVA, a global leader in engineering and industrial software. Leveraging AVEVA and other partner's portfolios, we specialize in delivering cutting-edge services and solutions that empower businesses across various industries to optimize their operations, improve efficiency, and achieve their digital transformation goals.

Position Summary:

We are seeking a highly motivated and experienced individual to join our team, with a primary focus on growing our services and solutions business. In this role you will be responsible for driving sales and revenue growth by identifying and targeting potential customers, understanding their unique needs, and recommending our technical and operational change management services to meet those needs. This role requires a deep understanding of our partner's software and solutions, as well as strong sales and relationship-building skills.

Key Responsibilities:

- Develop a deep understanding of InSource's product and service portfolio, including engineering, industrial software, and digital transformation solutions.
- Identify and engage with potential customers in the target industries who could benefit from the InSource Professional services offerings.
- Build and maintain strong relationships with existing and potential customers, acting as a trusted advisor and consultant.
- Understand the capabilities of and develop relationships with key services partners in the event joint pursuits are warranted.
- Collaborate with the technical and solutions teams to tailor services and with software sales peers to develop licensing / subscription models that meet the specific needs of each customer.
- Prepare and deliver compelling sales presentations and proposals to demonstrate the value and benefits of InSource services.
- Work closely with technical experts to address any customer concerns or objections and provide solutions that address their challenges.
- Close sales deals and achieve revenue targets, while maintaining a high level of customer satisfaction.
- Stay updated on industry trends, competitive offerings, and market developments to identify new business opportunities.
- Provide regular reports on sales activities, customer feedback, and market insights to the management team.

Qualifications:

- 10+ years of manufacturing/industrial experience in the software or industrial technology sector including roles in:
 - Sales
 - Technical delivery
 - Operations consulting
- Bachelor's degree in business or engineering is preferred. MBA and/or pertinent certifications (APICS, LEAN, etc.) are a plus.
- Strong knowledge of AVEVA or other adjacent software and services, as well as the ability to understand and communicate the technical aspects of these solutions.
- Proven track record of successful sales achievements and meeting or exceeding sales targets.
- Excellent interpersonal, communication, and presentation skills.
- Ability to build and maintain strong customer relationships and work collaboratively with internal teams.
- Self-motivated, results-driven, and able to work independently.
- Willingness to travel as needed to meet with customers and attend industry events. Travel is in 1-3 day increments, 2-3 times per month,

Why Join Us:

Joining InSource Solutions offers the opportunity to work at the forefront of technology and innovation. You will have the chance to make a significant impact on our business and help customers in various industries achieve their digital transformation goals.

If you are passionate about selling cutting-edge solutions, have a deep understanding of manufacturing , are driven to succeed, and want be an owner of a rapidly growing ESOP, we encourage you to apply and become part of our dynamic team.