



Solutions Consultant – Job Description

U.S. CAD is a leading provider of software, services and support to the building design community. Below are the major duties, responsibilities, and requirements of a Solutions Consultant.

Responsibilities:

- Will consistently demonstrate their ability to deal with industry specific companies at a business-to-business level, identifying and providing solutions that fulfill the business needs of our clients.
- Play a key role in further developing current accounts by identifying additional products and services to meet unrealized customer needs (i.e. workflow integration, data management tools, infrastructure analysis tools, etc.)
- Provides competitive analysis of Autodesk products vs. competitive products throughout the sales cycle.
- Partners with sales team to gain and share in-depth product and customer knowledge in order to increase the sale of Autodesk and Autodesk related products and services.
- Develop and conduct professional product presentations and demonstrations to help generate sales to meet U.S. CAD and Autodesk revenue objectives.
- Customize company-standard technical demonstrations to specifically address customer needs. In conjunction with sales team activities, may be required to follow up with customer technical leads to provide additional information or answer technical questions.
- Support the success of customers by delivering technical product implementation, consulting, mentoring, training, and support services.
- Lead Pre-sales Consulting efforts of higher-level technology and solutions for the Industry.
- Provide technical leadership and advise for the U.S. CAD professional services team.
- Direct discovery efforts to help uncover client needs.
- Provide detailed documentation of customer needs in the form of a scope of work (SOW) to the project management team and account managers.
- Assist the Solutions and Production teams in understanding and delivering on the properly scoped services.
- Maintain an industry recognized leadership position through social networking and other public events that includes but is not limited to: Product and Implementation Tips/Tricks, White Papers, Publication Articles, Marketing Presentations, Tradeshows, AU Presentations and Blogging.
- Development of Curriculum / Best Practices / Sales Templates
- Other duties and responsibilities may be required to effectively support the needs of our customers, Autodesk, and U.S. CAD. These duties include, but are not limited to:
 - o Project Management
 - o BIM Production Services
 - o Instructor-led Training (both onsite and at U.S. CAD offices)

Requirements:

- The individual in the role must be able to speak to large and small groups of people, maintain their attention and adjust their presentation to the needs of the audience at a moments notice.
- Maintain cutting edge experience with the Autodesk family of products and other software applications and how they are used in the industry as determined by management.
- Have a business level understanding of how organizations in the AEC industry work. This includes how they bill clients, what design process or cycle they use, how they get new work, what is their motivation in wanting to use technology, and what are the likely business issues they are having that relate to technology.
- Establish a high level of confidence with U.S. CAD major accounts, while maintaining an equal commitment to both small and medium sized accounts.
- Possess exceptional understanding of industry design and delivery processes, as well as, current BIM and collaboration technology
- Continuously improve and maintain teaching, mentoring, consulting and technical sales experience.
- Demonstrate excellent written, verbal, and presentation skills
- Be a problem solver with a “get it done” attitude and strong self-motivational attributes
- Have high standards for themselves, their product, and their services
- Thrive in a team atmosphere
- Assist the Sales Department with various presales activities.
- Possess superior organizational/time management skills and a “make-it-happen” attitude with the abilities to multi-task several projects at one time.
- Adhere to the utmost business ethics ensuring U.S. CAD maintains its respected image at all times
- Be willing and available to travel, if needed, both regionally and nationally, to provide designated services.
- Maintain experience and understanding of the production design environment.
- Maintain a good working attitude and a desire to be a key member of our dynamic team and make a difference in the design industry.

Experience: 6 or more years of proven experience in BIM technology support, or related industry experience utilizing 3D modeling software. Autodesk product experience preferred.

Education: B.S. degree in related engineering or design field, or equivalent industry experience. In general individuals in this role are those that are at the top and the leaders of technology consulting for their industry. U.S. CAD considers this to be the highest level technical role in the organization and expects individuals in this role to help lead and drive their industry forward in technology utilization.