Solutions Consultant

RAMP is looking for a Solutions Consultant to join the Technical Sales team. The ideal candidate will have several years of experience serving in a consultative technology role supporting the sales function of an organization. As RAMP continues to expand into new business opportunities, there becomes an emergent need to build a high-octane team of sharp technical resources to support the growing business development team. A successful candidate will be able to articulate both RAMP’s technology and product positioning to business and technical users alike, and is responsible for the successful creation of all technical deliverables required throughout the sales lifecycle. Candidate must be able to identify all technical issues of assigned accounts to assure complete customer satisfaction through all stages of the sales lifecycle.

Key Responsibilities:

• Serve as the technical authority in any given sales situation regardless of format of the meeting (email, call, live, conference) or the complexity of the solution proposal
• Complete responsibility for the successful development and delivery of PoC demonstrations, including gathering of PoC requirements, building the PoC to meet expectations in a timely manner, and presentation of the PoC to key account stakeholders along with the account representative
• Generate appropriate responses to both the functional and technical elements of RFI’s, RFPs and SOW’s
• Capable of thriving in a high-demand and high-throughput technical environment while successfully juggling responsibilities and deliverables across several simultaneous opportunities
• Work closely with Sales Representatives and Account Managers to provide support in eliminating any sales obstacles with the goal of closing new business

Key Qualifications:

• Bachelor Degree required, B.S. in Computer-related field preferred
• 3+ years of professional experience with end-user enterprise software applications and web development
• Highly innovative and entrepreneurial with an innate, undeterred drive to succeed and a strong passion to deliver winning results
• Excellent interpersonal business skills, ability to communicate effectively and efficiently to various to members within Company
• Strong knowledge of back-end technologies, including but not limited to: Java 1.6+, Apache Tomcat and Windows/Linux administration
• Strong Knowledge of front-end technologies, including but not limited to: HTML5, CSS3, JavaScript 1.8, JQuery 1.8, XML 1.0/1.1, and XSL 1.0/2.0

Company Overview

RAMP has developed the next generation of search & video experiences to make video more valuable. Using RAMP, clients are able to fully leverage the value of all of their video content by driving increased discovery across search and social sites, enhancing user engagement through dynamic search and publishing solutions, and maximizing revenue through sophisticated advertising capabilities.

Leading media companies and enterprises using RAMP include – Thomson Reuters, Citibank, ABCNews, Dow Jones, Meredith, and others. For more information visit: www.RAMP.com, or contact us at info@RAMP.com.