



Contexta**360**[™]
SPEECH INTELLIGENCE

VP Solutions Consulting and Channel Enablement

About us:

Contexta360 is a double-digit growth company based in Amsterdam. We are a team of highly skilled software developers and computer scientists with a passion for artificial intelligence, speech2text, and natural language understanding.

Contexta is transforming the visibility and insights of customer voice interactions. Organizations cannot accurately, digitally and automatically capture their voice interactions with their customers. This leaves them exposed to compliance issues, a competitive disadvantage in sales or service scenarios or overwhelmed with data and workload.

We not only have one of the world's most accurate speech-to-text platforms but critically core technology in A.I. allowing us to mine, detect and react to key customer interaction questions, sentiment, compliance or sales/service situations. We have offices throughout Europe and will be expanding into the USA markets within the next 12 months.

Your profile:

You will have at least 6 years experience of working in a direct sales and indirect sale solutions consulting leadership role for a software / cloud company. You will have been involved with setting the solutions consulting strategy, policies and processes and will have been responsible for measuring the effectiveness of the SC process. You will have been a hands-on player-manager and no afraid of running deals yourself. You will have navigating the complexities of design and architecture, technical integrations, discovering and understanding true customer needs, designing, building and managing POC/POV projects, building the sales content library such as technical proposals, RFP/I responses and knowledge bases. In parallel you will have managed the technical and pre-sales development of various channel types throughout EMEA and ideally capable of building and executing a certification program to ensure quality and success of a channel ecosystem. You will have excellent attention to detail, planning and reporting skills as well as analysis and collaboration. Ideally having a 'Techno-Mercial' profile.

Responsibilities:

- Pre-sales engagement methodology
- Discovery, qualification and customer need definition
- Technical architecture design
- Demonstration enablement and for more complex opportunities, ownership
- Key metrics and management
- Channel enablement
- Channel pre-sales support
- Certification
- Shared revenue production with country GM's



Contexta**360**[™]
SPEECH INTELLIGENCE

Minimum qualifications:

- 6+ years running software based solutions consulting team
- Experience with communications solutions and contact centred
- Strong affinity to product and how this can be applied to commercial requirements
- Excellent technical integration skills
- Excellent organisational workflow skills
- Excellent business digitization
- Excellent discovery and qualification skills
- Project management
- POC experience
- RFP / RFI experience
- Channel management expertise
- Excellent collaboration and communication skills
- Excellent attention to detail
- Excellent reporting skills

Preferred qualifications:

- Business or Technology degree or equivalent
- Multi Lingual
- Ability to travel
- Experience working for a software /cloud.
- Experience working for a small / early-stage technology start-up.
- Some exposure to Machine Learning Technologies and techniques would be a distinct advantage