



Solutions Consultant at Winmore Job Description

About Winmore

Winmore helps forwarders, carriers and brokers win more lanes, revenue, customers...and hours in the day! The Winmore platform combines artificial intelligence with pricing optimization and workflow management to transform today's logistics service providers' commercial operations. Winmore is recognized as a FreightTech 100 innovator and powers the most trusted global brands in logistics as well as the fastest up-and-comers in transportation.

With offices and customers around the world, Winmore is the choice of thousands of logistics professionals who log into the Winmore platform each day to manage tenders and RFP's, streamline their on-boarding processes, lead commercial teams and ensure operational compliance.

We are a group of industry experts that are agile and driven to deliver unparalleled results for our customers through AI-Driven Price and Process optimization. We're looking for motivated and exceptional people to join us on our exciting journey to transform the logistics industry globally.

About the Solutions Consultant Opening

Winmore is seeking a talented Solutions Consultant with at least ten years of experience in the Logistics and FreightTech space. As a Winmore Solutions Consultant you will become a logistics-space technical wizard with a deep understanding of the Winmore platform. This job requires a high energy hands-on, passionate, and creative problem solver who will be expected to complete work independently and be an integral part to the Winmore organization.

Qualifications / Requirements

- Actively and intensely listen in order to understand prospects and customers' concerns, requirements and ambitions... in order to convey with confidence, the Winmore technology, architecture, integration options and vision...including how Winmore compliments the TMS/WMS, ERP and CRM technology landscape
- Go deep in Winmore functionality, explaining the features, function and benefit of detailed nuances of the Winmore solution as it relates to providing value to the prospect or customer, using the terms of their role, company and industry segment.
- Partner with the commercial team to understand prospect and customer requirements and define the best solution for their business needs
- Provide pre-sales support for all types of service project opportunities, acting as a key contact in creation, presentation, and demonstration of the Winmore Platform especially on customized solutions
- Provide support for RFI/ RFP including developing standard material



- Understand technical details of Winmore products in support of the sales cycle
- Lead solution tours in-person and via Zoom web sessions
- Handle objections in a clear, concise and professional manner
- Strong and current knowledge of technology platforms and ability to quickly adapt to new software
- Build competition intelligence
- Provide technical and sales training for sales and implementation consultants
- Work with the engineering team on troubleshooting any issues, providing detailed input to diagnose and resolve client issues during proof of value pilots, and communicate customer needs and suggestions in format of feature requests to the Products Team
- Write functional requirement and solution specification documents in collaboration with Product team
- Experience with supporting web service integrations
- High level knowledge of application design principles, programming concepts, and information security standards
- Proficiency in SQL is a plus, but not required
- Meet defined deadlines to ensure effective sales cycle needs are met Contribute to ROI storytelling and spend renewal effort
- Log Solutions Consulting customer facing activities
- Provide thought leadership and expertise, success stories and general industry knowledge for the Sales team and clients

Personal Competencies

- Fluent English speaking and writing skills
- Ability to demonstrate complex concepts with efficiency and accuracy Superior written and oral communications
- Excellent customer relations and organization skills
- Ability to rapidly grasp new concepts
- Team player but also be able to work independently with remote supervision



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- Ability to work cross-functionally within the company, interacting with Sales, Product, Implementation, and Engineering teams
 - Professional and Confident in working with high profile clients
 - Flexibility to travel
 - Relevant Bachelor degree preferred

Winmore technology stack

- Deployed on AWS and includes some of the following:
 - Backend: Node.js, Redux, Postgres, Kubernetes/Docker, etc.
 - Frontend: React, React Native, etc.
 - ML/AI: Python, SciKit, AWS Comprehend, etc.
 - CI/CD: Github, CircleCI, etc.

To learn more, please contact Virgil Ferreira at Virgil.Ferreira@winmore.app

Please note Winmore is an equal opportunity employer. All applicants will be considered for employment without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status.