



Job Title: Solutions Consultant

Based At: Worship Street, London EC2

Reports To: General Manager

Job Purpose

Background and Job Purpose

TSM is a specialist procurement boutique focused on the implementation and support of Ivalua, one of the market-leading source-to-pay platforms. We work with enterprise clients across sectors to transform how they manage spend, suppliers, and procurement processes.

As our business grows, so does the complexity and volume of opportunities we are pursuing. We are looking for a Solutions Consultant to sit at the heart of our pre-sales activity, acting as the functional and technical bridge between our Sales team and prospective clients.

Your job is to help prospects understand, believe in, and commit to TSM and Ivalua through compelling demonstrations, sharp discovery, and credible solution scoping. You will work closely with our Sales Executives and Marketing team to create a pre-sales experience that sets TSM apart in a competitive market. You will lead on major bids and opportunities, involving work on competitive tender response, as well as opportunities generated through our own marketing efforts and networking contacts.

As the person responsible for imagining the solution, you will also be expected to work with teams across the business to help architect, own and create a comprehensive statement of works and commercial estimates for implementation services to deliver the solution.

Key Responsibilities

Requirements Discovery & Solution Scoping

- Attend customer and prospect meetings and be the subject matter expert on hand to support the salesperson.
- Lead structured discovery sessions with prospect stakeholders to understand current procurement processes, pain points, system landscapes, and success criteria.
- Translate discovery findings into clear solution narratives and scope documents that connect Ivalua's capabilities to the client's specific business needs.
- Work with the Sales Executive to qualify opportunities effectively and ensure scoping is aligned with what TSM can realistically deliver.
- Author and maintain accurate Statement of Works (SoW) that become part of the active sales process and cycle

Tailored Demonstrations

- Design and deliver tailored Ivalua product demonstrations that map directly to each prospect's procurement workflows, pain points, and business objectives, never a generic off-the-shelf deck.
- Configure and maintain live demo environments that reflect realistic client use-case scenarios across Ivalua's entire product offering, including sourcing, contracts, supplier management, purchasing and invoicing.



- Adapt demonstration narratives for different stakeholder audiences from CPOs and CFOs to buyers, category managers, procurement analysts and IT leads.

Proof of Concept (PoC) Management

- Own the end-to-end management of trial and PoC engagements from scoping the evaluation criteria through to configuring, running, and reviewing results with the prospect.
- Ensure PoC outcomes are clearly documented and used to build the business case for progression to contract.

Bid & Proposal Support

- Contribute the functional and technical narrative in RFI, RFQ, and RFP responses, ensuring TSM's answers are accurate, differentiated, and compelling.
- Collaborate with the Sales Executive and General Manager on proposal structure, pricing rationale, and executive summaries.

Sales & Marketing Collaboration

- Work in partnership with the Sales Executive throughout the sales cycle from initial qualification through to final negotiations, working in close collaboration and providing consultative expertise at every stage.
- Collaborate with the Marketing team on webinar content and delivery, positioning TSM as a credible voice in the Ivalua and procurement technology space.
- Contribute to marketing assets including solution briefs, case study inputs, and event materials ensuring all content reflects TSM's brand standards and approved templates.
- Provide regular feedback from the field to Marketing on objections, competitor positioning, and messaging that resonates with prospects.
- Maintain our content library of product information (on Teams) as a key resource for Sales and other teams to use.
- Maintain all presentation assets, demo scripts, and proposal templates in line with TSM's brand guidelines being consistent, polished, and ready to deploy.

Personal training and Development

- Stay current on Ivalua product releases, roadmap updates, and competitor developments to ensure TSM's pre-sales positioning remains sharp and credible
- Be innovative and creative in order to stay at the leading edge of the market; share that innovation with the team, spread the knowledge and the interest
- we require you to partake in formal and informal training (self-learning).

Market Presence

- Represent TSM at industry events, Ivalua partner activities, and procurement conferences, building relationships and contributing to TSM's reputation as a specialist boutique implementation partner.
- Engage with the broader Ivalua partner ecosystem and community to stay informed and visible.



Key Personal Attributes

- A confident, credible presenter who can hold attention in a room whether in a C-suite demo or a technical deep-dive with a procurement team.
- Commercially sharp, with the ability to connect technology capability to tangible business value, and to understand and appreciate what a client needs in that moment.
- Intellectually curious and self-motivated, with a genuine interest in procurement processes and how technology can improve them.
- Highly collaborative, comfortable working as part of a tight-knit sales and marketing team where the boundaries between roles are fluid.
- Detail-oriented without losing sight of the bigger picture; able to manage multiple live opportunities simultaneously without losing focus or energy.
- Professional, personable, and able to build trust quickly with senior stakeholders.

Experience

- Minimum of 3 years in a client-facing pre-sales, solutions consulting, or sales engineering role within a SaaS or enterprise software environment.
- Experience with Ivalua is strongly preferred. Candidates with hands-on pre-sales experience on comparable source-to-pay platforms (Coupa, GEP, Jaggaer, SAP Ariba, or Zycus) are also encouraged to apply.
- Solid understanding of procurement processes end-to-end: sourcing, contracting, supplier management, purchase-to-pay, and spend analytics.
- Demonstrated ability to deliver tailored, scenario-based product demonstrations to mixed stakeholder audiences.
- Experience contributing to RFI/RFQ/RFP responses in a pre-sales context.
- Experience collaborating with marketing on webinars, content, or events is a plus.
- A degree in Business, Computer Science, Information Technology, or a related field is desirable but not essential, we hire on track record and capability.