

Job Title: Technical Solutions Consultant – Active Steward (SaaS)

Location: Remote / Hybrid / Oxford area

Department: Client Services

Reports To: Client Services Manager

About the Role

We're looking for a **Technical Solutions Consultant** to serve as a key technical partner in the pre-sales process. Combining technical expertise, regulatory insight, and strong communication skills, you'll help prospects understand the value of our **Product Stewardship SaaS platform**, focused on compliance, sustainability, and systems integration.

In this client-facing role, you'll lead discovery workshops, deliver tailored demos, respond to RFPs, and collaborate with Sales, Product, Implementation, and Regulatory experts to design solutions that address complex compliance and sustainability challenges.

Key Responsibilities

- **Discovery & Solution Design:** Lead discovery workshops to uncover customer needs and map them to tailored solutions across compliance, sustainability, and regulatory risk mitigation.
 - **Scientific & Regulatory Expertise:** Leverage experience in Scientific and Consulting Services and regulatory compliance (e.g., REACH, RoHS, TSCA, SCIP, etc.) to guide prospects in understanding how our platform supports evolving obligations and best practices.
 - **Product Demonstrations:** Deliver value-focused, industry-relevant demos and presentations showcasing compliance workflows, data automation, and ROI.
 - **Technical Pre-Sales Leadership:** Own the technical sales cycle—scoping, architecture discussions, deep dives, and validation.
 - **Bid & Proposal Support:** Collaborate with the Bid Team to complete RFIs, RFPs, and PQQs with technically accurate and value-driven responses.
 - **Webinars & Content Creation:** Host external webinars and create demo videos to educate prospects on platform capabilities (experience with tools like Consensus is a plus).
 - **Stakeholder Engagement:** Build strong relationships with prospects and clients, guiding them from sales through implementation.
 - **Voice of the Field:** Gather feedback from prospects and customers to inform product enhancements and regulatory features.
 - **Cross-Functional Collaboration:** Partner with Regulatory Experts, Sales, Product, Customer Success, and Marketing to ensure cohesive, client-focused messaging.
 - **Continuous Learning:** Stay updated on compliance trends, scientific regulations, and emerging technologies (including AI).
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Qualifications

- 3–7 years of experience in pre-sales, technical consulting, or solutions engineering—preferably in SaaS, scientific consulting, or regulatory compliance.
 - Strong domain knowledge of Product Stewardship, EHS, and compliance regulations (REACH, RoHS, TSCA, etc.).
 - Background in Scientific or Regulatory Services, with the ability to translate complex requirements into technical solutions.
 - Technical fluency in SaaS integration (REST APIs, SSO, ERP/PLM systems, data mapping).
 - Excellent presentation and consultative selling skills, with the ability to tailor messaging to technical and non-technical audiences.
 - Proven experience supporting RFPs/RFIs and crafting compelling solution proposals.
 - Degree in Environmental Science, Chemistry, Engineering, Computer Science, or related field—or equivalent professional experience.
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Bonus Points

- Familiarity and experience with platforms like Enablon, EcoOnline, VelocityEHS, Quentic, Sphera, Enhesa, Safety Culture, Benchmark Gensuite, 3E, iPoint, etc.
 - Consulting background in regulatory frameworks or scientific compliance advisory.
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Why Join Us?

- Play a central role in helping organizations meet global regulatory challenges and build safer, sustainable products.
- Collaborate with a mission-driven team at the forefront of compliance and environmental innovation.
- Competitive salary, bonus incentives, and growth opportunities.