

Solution Engineer / Solution Consultant

AI Prompt Library: High-Value Prompts by Common Motion

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Each prompt is designed to be pasted into an AI assistant with your specifics filled in. Technical prompts benefit most from detailed input — paste actual notes, tech stack details, and objection verbatims. Review all AI output before using in a customer-facing context.

01 TECHNICAL DISCOVERY

TECHNICAL DISCOVERY

Generate a Tailored Technical Discovery Question Set

When to use: Before a technical discovery call or deep-dive session.

Customize: [COMPANY], their tech stack (what you know), and their stated goals from the sales call.

I'm a Solution Consultant preparing for a technical discovery call with [COMPANY]. What I know about their tech stack: [PASTE — CRM, data warehouse, integration tools, cloud provider, etc.]. Their stated business goals from the initial sales call: [PASTE KEY GOALS]. Generate 12 technical discovery questions that: (1) Uncover how their current setup works and where it breaks or creates manual work. (2) Surface unstated technical requirements (performance, security, data residency, compliance). (3) Identify integration complexity — what systems need to connect and how. (4) Help me qualify whether our product is a genuine technical fit — not just a commercial one. Avoid generic questions. Each question should be specific enough that only a prepared SC would ask it.

02 DEMO CUSTOMIZATION

DEMO PREP

Reframe Your Demo Flow Around the Buyer's Specific Use Case

When to use: After technical discovery and before any demo or POC kickoff.

Customize: [USE CASE], [PERSONAS ATTENDING], [KEY PAINS FROM DISCOVERY], and your standard demo flow.

I'm an SC preparing a demo for [COMPANY]. Their primary use case: [DESCRIBE SPECIFICALLY]. Personas attending: [LIST TITLES AND THEIR PRIORITIES]. Key pains and priorities from discovery: [PASTE]. Here is my standard demo flow: [PASTE OR DESCRIBE YOUR STANDARD FLOW]. Rewrite the demo structure so it: (1) Opens with their use case and business context — not a product overview slide. (2) Sequences the demo to mirror their workflow, not our feature list. (3) Connects each module I show to a specific pain they described in discovery. (4) Includes 2 natural moments to pause and confirm resonance with a question. (5) Closes in a way that creates clear momentum toward agreeing on POC success criteria.

03 POC SUCCESS CRITERIA

POC PLANNING

Draft a Mutual POC Success Criteria Document

When to use: Before any POC or trial begins — this should be agreed before day one.

Customize: [COMPANY], [BUYING TEAM TITLES], [GOALS FROM DISCOVERY], and your expected POC scope.

I'm setting up a POC with [COMPANY]. Buying team: [LIST NAMES AND TITLES]. What they are trying to achieve based on discovery: [PASTE KEY GOALS AND PAINS]. Our product scope for this POC: [WHAT WILL BE IN SCOPE]. Draft a POC success criteria document that: (1) Defines 3-5 specific, measurable outcomes the POC must demonstrate to be considered a success — in their language, not ours. (2) Assigns a customer-side owner for each criterion. (3) Sets a clear timeline: start date, mid-point check-in, and final review date. (4) Includes a short section on what 'not a fit' would look like — this builds trust and prevents the POC from dragging. Format it as a document they can sign off on before we begin.

04 TECHNICAL OBJECTION HANDLING

TECHNICAL OBJECTIONS

Prepare Responses for Technical Blockers Raised During Evaluation

When to use: After a technical evaluation call where concerns or blockers were raised.

Customize: [LIST OF OBJECTIONS/CONCERNS] and the relevant technical details about your product.

During a POC call, the technical evaluator at [COMPANY] raised the following concerns: [LIST EACH CONCERN VERBATIM OR AS CLOSE AS POSSIBLE]. Our product's relevant capabilities: [PASTE RELEVANT TECHNICAL DETAILS — architecture, security posture, APIs, performance specs]. For each concern: (1) Explain the legitimate technical worry behind it — what is the evaluator actually protecting against? (2) Draft a response that addresses it directly with technical accuracy. No hand-waving. (3) Suggest the supporting documentation or sandbox example I should provide. (4) Flag if any concern is a potential deal-blocker that I should escalate to engineering or product before my next call.

05 SECURITY QUESTIONNAIRE RESPONSES

SECURITY QUESTIONNAIRE

Draft Accurate Responses to a Prospect's Security Review

When to use: When a security questionnaire arrives during a POC or late-stage evaluation.

Customize: The questionnaire questions and your current security documentation summary.

A prospect has sent a security questionnaire. Here are the questions: [PASTE QUESTIONS]. Our security posture: [PASTE OR SUMMARIZE — e.g., SOC 2 Type II certified since [YEAR], data encrypted at rest (AES-256) and in transit (TLS 1.2+), annual pen test by [FIRM], data residency options: US / EU, GDPR compliant, SSO via SAML 2.0]. Draft responses that: (1) Are accurate and appropriately detailed — not vague, not more than necessary. (2) Use clear, professional language a security reviewer will understand. (3) Flag any question where the answer is unclear or where I need to verify with our security team before responding — mark these [NEEDS VERIFICATION]. (4) Maintain a consistent, confident tone throughout. Do not fabricate certifications or compliance statuses.