Solution Consultant

he ideal candidate must be self-motivated with an understanding of enterprise software. Very strong teamwork and communication skills are mandatory. The candidate must be comfortable in the dynamic atmosphere of a technical organization with an expanding customer base. They must be analytical and able to eliminate obstacles through creative and adaptive approaches.

 BS is mandatory

 5+ years of experience in Infor/Lawson financials and supply chain. Preferred strength in finance over supply chain. Bonus to have equal strengths in both financials and supply chain.

 Experience in pre-sales, solution consulting, sales engineering, solution architecture, or team sales is a plus

 Excellent teamwork and communication skills

 Ability to work independently from a home office, on the road, and Infor office locations

 Ability to travel domestic for occasional meetings and trainings

 Based in the continental US  
  
Role & Responsibilities

 Responds to the finance and supply chain sections of RFPs and clearly communicates with the Proposal Manager, Account Executive, and other proposal team members to assist in the timely delivery of the proposal work products.

 Bring to management attention any hidden “gotchas” found buried in the RFP matrix or essay questions.

 Maintains up to date product and technical knowledge about the various demo systems

 Maintains demo system data and works on overall demo system data strategy with Senior Solution Consultants

 Performs regression testing and documentation on demo systems after a new update is released

 Configures the demo system and adds records as requested by field Solution Consultants to support demos

 Communicates directly and effectively with remote team members and other Solution Consultants, Managers, and Team Leads that depend on deliverables to execute on demo day.

 Independently performs critical thinking, extensive research and problem solving