募集職種：	**Senior Solutions Consultant (PreSales)**
勤務地：	Manhattan, New York　（マンハッタン・ニューヨーク）
開始時期：	可能な限り早く稼動開始
雇用形態：	正社員
給与：	経験・能力に基づく
必須言語:	英語（fluent）/ 日本語
応募方法：	下記連絡先宛に電子メールにて、履歴書及び職務経歴書を送付
連絡先：	SRA AMERICA, INC. resume@sraamerica.com

Description: A Senior Solutions Consultant at SRA America is responsible for presenting and architecting SRA America solutions presales, in addition to maintaining a general understanding of the SRA America product lines, services capabilities. Solutions Consultants work closely with Delivery Division Managers and Delivery Professionals in the sales discovery process, understanding client requirements and translating them into solutions for delivery. Ideal candidates should be able to operate under minimal supervision leading strategic account level deals and have three to five years of technical product knowledge or ERP implementation services delivery. This position will report to a Division Manager of Sales and Marketing.

Day-to-Day Responsibilities include:

- Provide client-facing consultation in the support of Sales with the knowledge of SRA America service solutions – specifically in the area of Manufacturing, Supply Chain and Financial solutions.
- Perform in-depth audit of client business and fundraising processes and architect a solution using a variety of product and services capabilities.
- Lead discovery and presentation sessions with clients and prospects; hold C-level conversations with the ability to translate key pain points into solution opportunity.
- Prepare detailed solutions demonstrations for remote or in-person meetings with potential clients.
- Conceptualize and document solutions that demonstrate how clients meet their requirements with SRA America offerings.
- Interface to SRA America Professional Services to ensure client requirements are met in presales scoping exercises and service delivery plans.
- Answers in-depth technical and service delivery questions from potential clients.
- Maintain and continually improve technical understanding of the SRA America services.

- Provide technical responses to client RFPs, RFIs and other direct requirements.
- Manage the demonstration environment(s) including upgrades, new application installment, and custom user permissions/settings.
- Provide input into product development as part of the extended team, in addition to taking on other team and company initiatives in an area of expertise.

Qualifications:

Required Minimum of 5 years experience in a PreSales / Solutions Consulting role with a proven track record of sales revenue generation, customer success, and customer satisfaction.

Key knowledge and skills include the following:

- Experience building or selling software products which enable the development of large or small business applications (ERP, CRM, SCM, etc...)
- Hands-on experience performing or selling software products, which perform the following functions...
    - Database design, data flow, reporting, RDBMS capabilities
    - Application core business logic, business transactions, business process
    - User interface design, standards, technologies
    - Application Lifecycle Management and/or Software Development Lifecycle
- Knowledge of application development platforms (.NET, Java, Progress OpenEdge, Web-based platforms, other...)
- Understanding of application architectures (host, client/server, web/internet-based, SOA/distributed)
- Knowledge of or direct experience with business applications designed to be run or sold in a Software-as-a-Service (SaaS) business model
- Preferred candidate will also have knowledge of donor databases such as Salesforce, Team Approach, PIDI, ROI
- Preferred candidate will also have knowledge or direct experience with Cloud infrastructure services, virtualization technologies, and today's quickly evolving Cloud market
- Preferred candidate may also have knowledge and direct experience with application integration technologies, methods, design
- Preferred candidate may also have knowledge and direct experience with Business Intelligence or data analytics
- Proven ability to visualize and validate technical strategy against business requirements
- Sales process, formal sales training and working as part of a virtual account team
- Proven consultative selling, problem solving and strategic thinking is highly preferred
- Strong listening skills; demonstrated ability to ask effective need-development questions
- Advanced listening, verbal, and writing skills
- Strong presentation skills with an understanding of how to hold and control an audience in both small and large group environments
- Ability to translate features into benefits by adapting presentation to specific client requirements and needs
- Self-motivated and able to thrive in a fast-paced and client-focused

environment

Attributes:

- Goal and Results Oriented
- Political Savvy
- Business Savvy
- Integrity
- Collaborative
- Sense of Urgency, Proactive
- Accountability
- Competitive
- Courage
- Strong Work Ethic

Requirements : Bachelor's degree in Computer Science, Physics or Electrical Engineering followed by five (5) years progressive experience in specialty field.