

Business Solutions

Responsibilities

- Participate actively in presales activities including presentations, demonstrations to understand customer requirements and size up the efforts and estimations of complex and integrated solutions
- Provide documentations for the proposed solution with Scope of Work, Assumptions and Technical write-ups
- Oversee the ongoing development and operations of a business intelligence & analytics architecture that enables fact-based decision making and ad-hoc analysis and insight generation
- Support relationship-based selling and assume a technical lead role transitioning sale from qualifying to closely by working closely with the business development team and tech team
- Facilitate and execute requirements gathering and technical analysis and design phases, assist in driving Business Development initiatives with major stakeholders
- Work with the operations team closely and help develop and refine the best practices for BI projects

Requirements

- 6 years of consulting and end-to-end implementation experience in delivering business intelligence and analytics solutions for enterprises
- Ability to understand business requirements and convert them into solution designs
- Advanced knowledge of performance optimization at all levels
- Excellent communication skills with the ability to confidently communicate to all levels of the business from operational to executives
- Extensive pre-sales experience in solution envisioning, building demonstration, estimates, proposal development and customer presentations
- Good problem solving and analytical skills
- Ability to manage and work with a culturally diverse population