



Senior Consultant

Job Location: Los Gatos, CA

Job Code: 6YWTTN

Job Duties:

Support customer use of applications by providing technical knowledge, business skills, and analysis as well as assist Sales Executives engage prospective clients by providing technical expertise through the selling process. Specifically, develop and define business process documentation in the context of application flows. Conduct client interviews to gather functional requirements. Prepare and deliver product presentations, qualify leads to generate new customers, and manage technical presentations at trade shows. Respond to functional and technical questions of client requests for proposal, participate in after sales internal transition meetings to consulting services, and communicate across teams regarding customer initiatives.

Requirements:

Master's degree in Business, Engineering, or related field, and 2 years in the job offered or related sales or business consulting experience. In lieu of a Master's degree and 2 years of experience, employer will accept a Bachelor's degree followed by 5 years of progressive experience. Education/Experience must include the following: 1) 2 years experience preparing and presenting complex technical and functional concepts to clients and prospects; 2) Client account and acquisition management; 3) Supply chain consulting; 4) Demand optimization; 5) Presentation skills; and 6) Analyzing prospect client needs and translating into defined sales methodology. Any suitable combination of education, training, or experience is acceptable.

To apply, please reference job code 6YWTTN and mail your resume to:

TrueDemand
Attn: J. Guliuzzo
485 Alberto Way, Ste 200
Los Gatos, CA 95032

You may also submit an electronic version of your resume to jobs@tdemand.com.