

## Solutions Consultant

**Salary:** Negotiable depending on experience plus car allowance and benefits.

**Location:** Manchester

### Summary

Application Consultant works with prospects, clients and team members in the project planning and implementation of Dynamics NAV solutions. This person assists in the sales process with project analysis, scope of work creation, estimating, proposal development and presentation. On awarded projects he/she is responsible for translating business needs into integrated Dynamics NAV solutions. This person also performs operational and administrative functions depending on the project.

### Competencies

- **Analytical Skills**
  - gathers complex and/or diverse information for analysis;
  - analyses and defines client's requirements;
  - uses intuition and experience to complement data;
  - designs work flows and procedures;
  - identifies data relationships and dependencies;
  - defines solutions that overcome any scalability and deployment issues.
- **Communications**
  - asks appropriate questions,
  - listens and confirms for clarification;
  - effectively and persuasively communicates with others;
  - selects and uses appropriate communication methods;
  - expresses thoughts in an organised, concise, persuasive manner;
  - creates complete proposals, contracts and other legal documents.
- **Job Knowledge**
  - competent in required job skills and knowledge;
  - exhibits ability to learn and apply new skills;
  - keeps abreast of current developments;
  - requires minimal supervision;
  - displays understanding of how job relates to other jobs;
  - uses resources effectively.
- **Organisational Savvy**
  - displays understanding of organisational culture and practices;
  - incorporates organisational awareness into decision making;
  - utilises both formal and informal channels to achieve results;
  - navigates politics effectively;
  - builds alliances across the organisation.
- **Planning and Organising**
  - prioritises and plans work activities;
  - uses time efficiently;
  - plans for additional resources;
  - integrates changes smoothly;
  - sets goals and objectives;
  - works in an organised manner.



## **Competencies (cont)**

- **Presentation Skills**
  - tailors presentation to audience needs;
  - presents solutions to clients logically and persuasively;
  - explains ROI of solution clearly;
  - engages and focuses attention;
  - handles difficult questions and situations;
  - identifies risks in advance and is prepared to discuss them with clients.
  
- **Project Management**
  - balances time between multiple assignments;
  - coordinates resources efficiently and effectively;
  - communicates change and progress;
  - produces quality work that requires minimal corrections;
  - completes projects on time and budget.
  
- **Teamwork**
  - balances team and individual responsibilities;
  - exhibits objectivity and openness to others' views;
  - gives and welcomes feedback;
  - contributes to building a positive team spirit.
  
- **Training (Client)**
  - develops interactive training content;
  - demonstrates instructional material delivery skills;
  - adapts material to audience capabilities;
  - teaches technical concepts in a simple, clear manner;
  - answers questions in an understandable way;
  - objectively evaluates effectiveness of training.

## **Duties and Responsibilities**

- **Project Scope**
  - within company guidelines consult with clients to analyse, define, and document requirements for data, workflow, logical processes, hardware and operating system environment, interfaces with other systems, internal and external checks and controls, and outputs;
  - develop a scope of work, project cost estimate and schedule;
  - assist in the creation and delivery of the project proposal and presentation;
  - analyse and estimate feasibility, costs, time, and compatibility within the client's technical environment.
  
- **Project Delivery**
  - work with others to keep projects on schedule and recommend ways to overcome delays;
  - follows established implementation standards;
  - assist in the development and implementation of new or improved delivery strategies and initiatives.
  
- **Financial**
  - ensure all billable hours are logged accurately;
  - identify and assist in closing sales for additional services that solve real client problems.
  
- **Client Relationships**
  - develop and/or maintain all project documentation and client reporting;
  - participate in service level meetings when appropriate;
  - provide user training on new solution and user documentation;
  - support solutions by answering application questions, tracking issues, monitoring changes and resolving or escalating problems according to company guidelines;
  - identify opportunities for new business and bring these to the attention of the appropriate people;
  - install application software and associated updates as needed.

## **Duties and Responsibilities (cont)**

- **Professional Development**
  - develop personal skills to efficiently and effectively work individually and as a member of the Consulting team;
  - participate in company sponsored job related activities and training to further develop your technical skills.

## **Skills & Qualifications**

- **Education**
  - ideally degree educated in Business Studies, Information Technology, Finance/Accounting or related field of study.
- **Language Skills**
  - ability to read, analyse, and interpret general business/professional journals, technical procedures, or manuals;
  - ability to write reports, business correspondence, and procedure manuals;
  - ability to effectively present information and respond to questions from groups of managers, clients/prospects.
- **IT Skills**
  - the candidate must have most of the following technical experience.
    - Microsoft Dynamics:
      - installation experience with various Dynamics NAV Modules/Granules;
      - demo experience;
      - knowledge of Microsoft Dynamics NAV development tools;
      - currently retain (or willing to achieve) Microsoft Dynamics NAV certifications.
    - ERP installation experience.
- **Other Skills and Abilities**
  - accounting background or experience including the ability to:
    - intelligently discuss accounting-related issues / financial reports.

## **Company Summary**

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The position will be both challenging and rewarding for the right candidate.

*JMC IT is an equal opportunities employer. All employment offers are subject to satisfactory standard CRB, HM Treasury and reference checks.*

**No agencies.**