**Consultant ERP & CRM Cloud solutions**

**Job Description**

**Big Bang ERP LTD** is looking for full-time Consultants ERP & CRM Cloud to be part of their fast-growing global team.

**Primary Responsibilities**

**Customer-facing activities (60%)**

* Interview (discovery calls), formally document and analyze client requirements
* Attend meetings with business development executives and account managers, acting as a technical expert and consultant to develop and propose solutions that meet the technology and business requirements of assigned customers
* Work closely and collaboratively with customers to devise effective solutions
* Present proposals to customers alongside members of the sales team and professional services team
* Replying to customers following requests for information and proposal requests
* Deliver functional and technical cloud solution presentations and/or training sessions to channel partners and customers remotely or at customer locations

**Sales lifecycle support (40%)**

* Assist in the analysis, design and scoping of fully integrated technology solutions, along with the Professional Service team
* Demonstrate ability to relate client business challenges to Big Bang solutions
* Ensure that the company’s product can deliver on the customer’s requirements, identify out-of-the-box solutions when required
* Keep up to date with the evolution of the different platforms and solutions that Big Bang partners with and represents
* Create proof of concepts using our ERP, CRM, HCM, SCM, PSA, MRP & ITSM products, build demo scripts and pitch in preparation for the demonstration
* Provide project scope estimates to the Sales and Professional Service Management teams
* Become a reference to the Professional Service team in project delivery efforts
* Streamline the process and make demoing more efficient within the sales department.

**Qualifications and Requirements**

* BA/BS degree in Computer Science or Business in a related software engineering field, or equivalent practical experience
* 3 to 5 years of experience with a background in business consulting, software implementation Business Analyst.
* Knowledge in Cloud transformation (NetSuite, Salesforce and Financial Force, an asset)
* Strong analytical, problem solving, and decision-making skills with a very high attention to detail
* Ability to understand and absorb client processes and feedback to develop strategic responses and direction
* Effective presentation skills, and the ability to independently meet with clients
* Strong communications skills (French and English) in both verbal and written form are a must
* An ability to communicate technical information to non-technical staff in a way that is easy to understand
* Ability to quickly learn, understand, and work with new emerging technologies, methodologies and solutions in the cloud/IT technology space