

### Senior Business Consultant

Recognized for more than 25 years of growth in visual data mining technologies, Salient delivers a lightning-speed solution that empowers people and impacts business at all levels. As an industry leader, we attribute our success to our cutting-edge technology and to the contributions of our dedicated, forward thinking employees.

We offer a fast paced work environment. We focus on the professional development of all employees. As part of our generous compensation package, Salient offers paid time off between Christmas and New Years. We foster open communication and are committed to a team oriented environment.

We are searching for a high-performing Senior Business Consultant to join our growing Consulting team with continuous personal and professional growth. The Senior Business consultant will serve as a subject matter expert and integrate knowledge of health care and human services program areas into Salient healthcare solutions and products. This is a full-time, exempt position that will be located in Albany, NY.

To perform this position successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the minimum knowledge, skills and/or abilities required.

#### Education/Experience

- Bachelor's Degree (Master's Degree preferred)
- 5-10 years of professional work experience in the Health and Human services field
- Experience in requirements gathering is a plus

#### Primary Duties & Responsibilities:

- Serve as client facing Salient subject matter expert as related to Health and Human Services (HHS) clients
- Serve as Project Lead in defining business requirements and obtaining approval from client
- Develop and maintain in depth knowledge and understanding of Salient's health and human service solutions, software system capabilities, and how Salient can be applied and enhanced to improve HHS performance
- Maintain knowledge of state and federal health and human services programs, their missions, functions, and roles of clients including challenges and future directions
- Pre-sale support working with the team to prepare and deliver demonstrations of the Salient's Health and Human service solutions
- Lead client needs assessment sessions to identify professional services, licenses and enhancements needed. Facilitate and document requirements for new applications or enhancements
- Assist in carrying out business consulting to understand client mission and processes
- Recognize and leverage opportunities to influence customer solutions
- Assist the team in managing client relationships and expectations
- Proactively communicate with internal team members and external customers to ensure that outcomes are achieved
- Assist in defining role-based business scenarios for user training
- Attend user training as subject matter expert and deliver training as appropriate
- Strict adherence to Salient and client security policies and procedures
- Maintain user confidence and protect operations by keeping information confidential
- Carry out other duties as necessary and as assigned

#### Preferred Skills or Knowledge

- Can interact professionally with Salient staff and clients
- Ability to build and maintain relationships and networks with diverse range of stakeholders
- A track record of creating practical solutions to complex and ambiguous problems
- Ability to clearly and concisely capture functional requirements, procedures and map those processes
- Possess excellent listening, critical thinking and problem solving skills
- Ability to work as part of a team and independently
- Self directed and effectively communicate goals and status while appropriately escalating issues
- Ability to lead and facilitate meetings with clients and staff on complex projects
- Ability to create organized, concise, and professional documentation and materials to the clients and staff
- Successfully engage in multiple initiatives simultaneously in a fast-paced work environment
- Able to establish strategy and influence customer solution directions
- Personal integrity, sound judgment and an honest and ethical approach

Salient Corporation is proud to be an Equal Opportunity Employer.

All qualified applicants will receive consideration for employment without regard to race, color, religion, creed, sex, sexual orientation, marital status, military status, veteran status, age, national origin, citizenship, ancestry, disability, predisposing genetic characteristics, domestic violence victim status, or any other status protected by law.

In compliance with federal law, all persons hired will be required to verify identity and eligibility to work in the United States and to complete the required employment eligibility verification document form upon hire.