

Business Consultant

Recognized for more than 30 years of growth in visual data mining technologies, Salient Management Company delivers a very fast and flexible 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 seeking candidates with business analysis and/or a consumer goods industry background to be part of an innovative team changing the way business intelligence and decision support systems are implemented. At Salient you will be paired with a technical resource to work directly with clients on billable engagements, implementing our enterprise decision-support suite. This is a great opportunity for candidates to learn about the business intelligence/performance management industry and gain skills that improve profitability and efficiency in Consumer Packaged Goods (Manufacturing, Retail and Distribution) companies.

Targeted Education/Experience

- B.S. or B.A. degree in IS, Finance or Economics, Business Administration, Management or Business Process.
- Minimum of 3 years of experience in vertical market with relevant analytical or management experience.

Primary Duties & Responsibilities:

- Lead or support implementation projects for Salient clients in diverse industries, including: design and conduct needs analysis, define management information and reporting needs, and suggest process, technology, and data improvements.
- Identify and work with clients to define performance metrics, data sources, calculations, and business segmentation necessary to meet their decision support needs. Design dashboards and drillable reports based upon these needs and create them within Salient technology with the assistance of a Salient integrator, when required.
- Work closely with internal systems integrators, project manager, and clients to ensure timely and accurate delivery of contracted services and solutions.
- Manage client relationships including the development and delivery of "training to solve" curriculums in classroom settings at client sites with the goal of effecting broad adoption of Salient solutions and optimal customer satisfaction.
- Become an expert in Salient end-user technologies (Salient Interactive Miner, Salient Dashboards, and Knowledge Manager), including administrative setup and how to apply these technologies to meet customer business needs.
- Contribute to internal best practice of the Salient professional services group, including the development of training materials required to support customer growth and development.
- Learn the common business needs, help support the development of best practices, and become a subject matter expert for industries served.
- Participate in sales activities.
- Approximately 25- 50% travel.

Preferred Skills or Knowledge

- Information-based critical thinking and problem solving skills analyzing data.
- Strong networking and troubleshooting skills for reliably connecting to numerous networks and helping clients resolve issues in training rooms.
- Excellent communication skills with the ability to clearly convey and teach effective utilization of Salient's solutions in a classroom setting.
- Strong industry knowledge of decision support requirements in distribution and retail areas of consumer goods.

Technical Skills

- Advanced skills in Microsoft Office, especially Word, Excel, and PowerPoint
- Ability to VPN and RDP and maintain technical connectivity records
- Microsoft CRM Record Maintenance, Camtasia, and Lotus Notes

Measures of Performance

Customer satisfaction, overall system utilization and adoption, ability to work independently without close supervision. Training feedback forms, on-time performance, quality of deliverables and ability to up-sell and cross-sell.

Salient 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.

Send your resume to hr@salient.com for consideration.