

Business Consultant

Recognized for more than 30 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 and 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 Business Consultant to join our growing Consulting team with continuous personal and professional growth. The Business Consultant will assist the team in delivering business consulting to identify and document requirements for Salient software solution implementations. 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)
- 1-3 years of professional work experience
- Experience in Health and Human Services is a plus

Primary Duties & Responsibilities:

- Participate in client meetings and develop as a Salient subject matter expert as related to Health and Human Services (HHS) clients
- Develop 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
- Provide pre-sale support in preparing and delivering demonstrations of the Salient's health and human service solutions
- Schedule, document and issue meeting minutes and functional requirements for new applications or enhancements by attending client sessions
- Assist the business consulting team in understanding 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 user training plans and timing by establishing needs and communicating to the Outcome Support Team
- Assist the team in coordinating project documentation, presentations and communications as requested
- 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

- Interact in a professional manner with Salient staff and clients
- Ability to build and maintain relationships and networks with a diverse range of stakeholders on often complex, conflicting and ambiguous issues in support of project deliverables
- Track record of team participation to administer the creation of solutions to complex and ambiguous problems
- Possess excellent listening, critical thinking and problem solving skills
- Ability to work as part of a team and independently
- Ability to establish meetings and issue meeting minutes between clients and staff on complex projects
- Ability to deliver organized and professional documentation and materials to the clients and staff
- Successfully engage in multiple initiatives simultaneously in a fast-paced work environment
- Personal integrity, sound judgment and an honest and ethical approach

Measures of Performance

Quality and timeliness of work, knowledge of internal and external products and procedures, and inter-departmental success. Also, demonstrates a consistent positive attitude in the work environment, works well with peers and managers, shows motivation to meet and exceed expectations, and creates accurate and realistic estimates for assigned work and works to meet those commitments. The employee must perform all of the duties and responsibilities listed at an acceptable level.

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 for upon hire.