

Business Consultant

Recognized for more than 30 years of growth in visual data mining technologies, Salient Management Company delivers a granular management accounting 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.

Salient is seeking a Business Consultant with operational knowledge of the CPG industry. The ideal applicant will have a familiarity with analytical techniques employed in the CPG space and a proven track record of building strong business relationships. This is a great opportunity to be part of an innovative team changing the way business intelligence and decision support systems are implemented.

This position will require 50% travel.

The requirements listed below represent the minimum knowledge, skills and abilities desired for this position.

Education/Experience:

- Bachelor's Degree (Master's Degree preferred) in Business, Operations, Supply Chain or Computer Science
- Minimum of 5 years prior experience

Primary Duties & Responsibilities:

- Understand the value that Salient solutions deliver.
- Develop and maintain a broad background in Salient core business and technology offerings, to ensure the ability to steer clients toward effective solutions, initiating practical opportunities to help our clients achieve their goals.
- Conduct effective and compelling demos focused on Salient solutions related to specific client business challenges and goals.
- Design and deliver effective client content (bookmarks, dashboards, and storyboards). Draft and fulfill client SOWs.
- Assist with client implementations, including weekly project calls, data validation, content development, and training.
- Work closely with internal systems integrators, project managers, other consultants, sales team and clients to ensure timely delivery of services and solutions.
- Provide development and delivery of Salient training to support client success.

Required Skills or Knowledge:

- Ability to create effective client content
- Ability to develop and conduct effective client training
- Problem solving, strategic thinking, and ability to coalesce detailed information and big picture insights
- Fluent in business and industry terms- CPG, DSD, B2B, ROI, EBITDA, DOH, etc.
- MS Office (PowerPoint, Excel, Word, Outlook)
- Confluence/Jira platforms
- Excellent communication and interpersonal skills

Salient Management Company 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.