



## **Client Implementation Manager (East Coast, USA)**

This role involves taking the lead for the design of client solutions in both pre sales and implementation stages of the sales process. The consultant's role involves leading client regulatory process workshops on-line, or at client sites; owning solution design for the client and project managing client implementations/bespoke projects. A key element of the consultants role will also be owning solution design support for prospects in pre-sales with the business development team where expert technical product knowledge is required.

### **Key Responsibilities:**

- Provide support to the Business Development Team in more complex Client Solutions where your software expertise is required.
- Attend Client Meetings, both remotely and on site, with the Business Development Team member
- Elements of the post Sales Implementation Process may begin at the Pre-Sales Stage including Client Workshops diagnosing needs / challenges / processes
- Implementation' aims to 'match' the capabilities of our compliance knowledge management tool. The consultant's role involves performing Client engagements on-line, or at Client site meetings or workshops and facilitating Clients to scope a project:
- Establish how the Client's current Standard & Regulatory (S&R) product compliance process works and what resources/people/experience/expertise and responsibilities are in place
- Define Client process goals in conjunction with Client
- Decide what challenges should be addressed in the context of the Client's corporate goals
- Training / presenting to users.
- Giving feedback and input into the future development of the software

### **Prior Experience and Qualifications**

- Educated to degree level, in a technical or business field.
- Previous experience implementing & configuration of Enterprise Systems or Technical Sales or equivalent [Ideally in a SaaS environment]
- Project Management expertise
- Experience in Demo & Training of Enterprise Systems to Clients onsite and remotely
- Experience in group facilitation to work out processes, implementation steps, integration issues ec with prospective clients highly desirable
- Experience in a compliance and regulatory environment is highly desirable

### **Our Reference SG337**

Partnering with PRC Recruitment we will provide you with unrivaled support to help you make the right decision in making your next career move. As standard, we review your CV and offer you advice on how to make you attractive to employers. We will provide you with the necessary interview

**PRC Sales Recruitment**

Email: [jobs@prcrecruitment.ie](mailto:jobs@prcrecruitment.ie) Web: [www.prcrecruitment.ie](http://www.prcrecruitment.ie)



preparation giving you a unique insight into how to prepare for your interview. Our consultants will guide you and manage the recruitment process allowing you to focus on securing the position. We do not want to waste your time so our honest and frank approach has gained us the reputation of being a reliable and trustworthy recruitment company. Candidates with the required skills and necessary experience required for this job vacancy will be contacted. If you are job, seeking and you want us to register your CV please send your CV to [jobs@prcrecruitment.ie](mailto:jobs@prcrecruitment.ie)

By applying, you are giving consent for PRC Recruitment to contact you about this job. We collect your data for recruitment purposes only and will retain it for the duration required as outlined in our privacy policy. All CVs are kept confidential and will not be submitted to any clients without your knowledge and consent. Please note that due to the expected high volume of applications we can only reply to applicants suitable for the position. Any queries relating to this please contact the company via its privacy policy on our website.

**PRC Sales Recruitment**

Email: [jobs@prcrecruitment.ie](mailto:jobs@prcrecruitment.ie) Web: [www.prcrecruitment.ie](http://www.prcrecruitment.ie)