

## MANITOBA START JOB OPPORTUNITY BROADCAST (J.O.B.) ADVERTISEMENT

POSITION	SENIOR IMPLEMENTATION CONSULTANT
<b>JOB NUMBER</b>	4006
<b>NUMBER OF POSITION/S</b>	1
<b>NOC CODE</b>	1121
<b>CLOSING DATE</b>	2021-07-30
<b>LOCATION</b>	Winnipeg, MB Downtown
<b>ACCESSIBLE BY TRANSIT</b>	Yes
<b>HOURS PER WEEK</b>	40
<b>HOURLY WAGE RANGE</b>	TBD
<b>JOB TERMS</b>	Full time
<b>JOB DESCRIPTION</b>	As our Senior Implementation Consultant, you will be responsible for proactively supporting our customers for a wide range of scenarios including configuring Salesforce.com, analyzing requirements, creating reports and dashboards, training customers and developing data quality strategies to meet their business needs. You are an advisor who seeks and defines problems and your top priority is to build strong and trusted relationships with our customers.
<b>JOB DUTIES</b>	<ul style="list-style-type: none"> <li>Use in-depth product knowledge to build business solution design process to understand and define functional project requirements</li> <li>Leverage technical expertise to configure salesforce.com instances</li> <li>Advise clients on best practices in the CRM, ERP, and business process space</li> <li>Map out client business processes current state and help to generate future state</li> <li>Design and deliver training to clients</li> <li>Advise clients on driving user adoption of new technology</li> <li>Perform quality assurance testing as needed</li> <li>Support client data migration activities</li> <li>Other duties as required</li> </ul>
<b>QUALIFICATIONS, REQUIREMENTS &amp; SKILLS</b>	<ul style="list-style-type: none"> <li>Post-Secondary education in Computer Science, Business Administration or equivalent training/ experience</li> <li>5+ years of solution consulting experience for enterprise systems such as CRM, SFA, and ERP, with at least 3 years of experience on the Salesforce.com platform</li> <li>Proven technical acumen to translate business requirements into functional design</li> <li>Ability to gather complex requirements and work with a team to design a solution</li> <li>Deep familiarity and experience with the Salesforce CRM (administration,</li> </ul>

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<b>QUALIFICATIONS, REQUIREMENTS &amp; SKILLS</b>	installation and customization) Strong analytical skills and the ability to meet tight deadlines, while working in a fast-paced environment Understanding of XML, SQL, and enterprise application integration A thorough understanding of B2B marketing /sales pipeline practices and KPIs Proven advanced Microsoft Excel skills (formulas, data cleansing and data manipulation) Highly organized with excellent oral and written communication skills, including building compelling value-driven presentations Proven presentation and communication skills with client executives Salesforce.com Certifications (Admin, Consultant, and/or Developer) is a definite asset
<b>APPLICATION PROCESS</b>	Send targeted resume Apply through your CC
<b>APPLICATION DETAILS</b>	Send a targeted resume and cover letter to your Career Coach quoting Job Title and Number
<b>JD</b>	Chris Brown