

Software Implementation Consultant

BlueRidge IT- Dubai Silicon Oasis (United Arab Emirates)

Job Description

Job Purpose

BlueRidge IT is looking for a Software Implementation Consultant who will lead and support our clients throughout the implementation process of our Project and Portfolio Management Solutions. It involves a wide range of activities from requirements gathering to system configuration and post implementation support. The role will be required to lead both remote and face-to-face meetings and guide our clients to a successful project delivery.

Key Result Areas

- As a Software Implementation Consultant you will lead our clients to successfully implement our solutions and support our Sales division to close deals.
- Assist sales effort to drive new sales by delivering Proof of Concept, Prototypes and targeted presentations that fulfill client expectations
- Manage a successful client's relationship transitioning from deal closing to implementation planning
- Manage implementation projects in accordance with professional services sold and standards set by BlueRidge IT Professional Services
- Drive new sales from existing accounts by providing targeted services in line with clients' business and technical requirements
- Draft proposal for business and technical requirements
- Help create and maintain new material and content intended to enhance continuously professional services and client's support

Desired Skills & Experience

Duties

- Provide efficient and effective implementation services for customers, by ensuring appropriate requirements gathering through sound assessment of clients' environment and expectations
- Steer productive workshops through a consultative process, administer training sessions, and provide high-quality support
- Ensure successful delivery of all consulting services that you are assigned to
- Draft specifications for custom solutions including business and technical requirements
- Manage the entire delivery process for custom development work
- Sell targeted professional services aimed at sustaining implementation effort or maximizing client retention rate through additional training as well as addressing additional business requirements
- Educate and train new hires on our Project Management solutions and consulting processes
- Create and maintain user manuals and targeted documentation
- Conducts presentations for customer meetings as required
- Develops, implements, and tracks project metrics to report performance
- Leads complex projects supporting company-client relationship, ensuring customer satisfaction
- Monitors project completion from initiation through delivery to meet revenue and cost projections
- Provides budget analysis, and coordination of activities between client and company personnel
- Supports the preparation of proposals, business plans, standard process documents, and other documents related to a government contract
- Develop working relationship with client to identify and outline project outlines, scope and goals as per client requirements and needs.
- Maintain the agreed-upon scope of the project and document any agreed changes, making sure that they are carried out and fulfilled.
- Provide notifications to management concerning the completion of project milestones. Keep client informed with status reports.
- Involvement in the process of designing, testing, installing and monitoring new systems.
- Ability to learn relevant new technologies and keep up with advancements/updates.
- Develop and maintain best practices for the BlueRidge IT project management

Requirements, Qualifications and Experience

- Bachelor's and/or I.T. degree or equivalent. Any additional I.T related courses will be favorably viewed. **ATTESTED DEGREE IS A MUST**
- Experience with project management tools and/or software packages.
- Demonstrated leadership and management of professionals.
- Experience with Industries that deal in selling and providing ERP solutions or software, IT services (ERP, CRM, BI, SharePoint, infrastructures, etc.).
- Project Scheduling and Budgeting experience.
- Mature with the ability to multitask.
- Well founded, written and verbal communication skills are absolutely essential to communicate effectively across all levels
- Negotiating, analytical and problem solving skills
- Knowledge and experience in business cycles for different industries is a plus
- Software application development experience is a plus
- Strong Technical Project Management experience
- Complete understanding and wide application of technical principles, theories and concepts in the field
- Provide innovative solutions to highly complex technical problems
- Experience working in a deadline-driven environment, handling and prioritizing multiple tasks
- A minimum of 5 years' **UAE** experience in Team Management, "Project Management", related job functions, especially within I.T. Related industries.
- Travel will be involved.
- UAE Driver's License and currently working and residing in the UAE

Company Description

BlueRidge IT FZE was founded in 2011 (www.blueridgeit.com) and is a Microsoft Gold and Cloud Deployment Partner, and a Gold Partner of Genius Inside, Project and Portfolio Management Solutions.

BlueRidge IT exhibits a broad range of cloud solutions, IT Transformation, and application Management and Solutions. We provide our clients with innovative and cost effective information technology transformation solutions that bridges the gap between Technology and Business.