

SANKARAA Tech

<https://sankaraa.com/job/erp-solution-consultant/>

ERP Solution Consultant

Description

SANKARAA Tech, as Oracle NetSuite's preferred partner, is a top cloud business application, implementation, and support service provider.

We are expanding our team in Sri Lanka and currently looking for dynamic talents to join our offshore factory as an **ERP Solution Consultant** who will be responsible for the tasks related to Pre-sales and Solutioning with following Requirements.

Responsibilities

- Maintaining awareness and keeping abreast of NetSuite ERP and upgrades.
- Understanding and communicating the advantages of the NetSuite as a Product and platform, over On-premise / legacy ERP systems.
- Collaborating with Sales Team to liaise with customers/prospects;
 - Perform Fact finding / Discovery sessions
 - Understanding business needs and applying product knowledge to meet those needs
 - Preparing and delivering Presentations and Demonstrations
 - Participate and contribute towards relevant marketing documents and deliverables such as webinars and workshops.
 - Provide necessary writeups / documents / sow to support RFP, RFQ and Proposal
 - Enhance, Sales Plan, Sales Process & Sales performance
- Collaborating with delivery team to perform and/or participate in delivering following key tasks to ensure successful Implementation;
 - Business Process Mapping Sessions
 - Customer requirements Analysis, Solutioning and Business Requirement Document (BRD).
 - Product Walkthrough
 - Solution Walkthrough
 - End User Training
- Monitoring the status on processed pre sales proposals.

Qualifications

- Degree or Higher Diploma in IT or equivalent qualification.
- A minimum of **Three (03)** years experience in a reputed ERP system including at least one (01) year Pre-Sales.
- A solid understanding of one or many of following business areas is essential:
 - **Finance & Accounting / SCM / CRM / SFA / WMS / SRP / Manufacturing**
- Excellent communication and presentation skills.
- Possess general understanding on different Industries.
- Strong customer service skills and demonstrates ability to build professional relationships.
- Knowledge of project management methodologies would be an advantage.

Hiring organization

Sankaraa Tech

Employment Type

Full-time

Job Location

106, Bernards Business Park,
Dutugemunu Street, 10250,
Kohuwala, Colombo, Sri Lanka

Date posted

February 7, 2023

- A team player with strong inter personal skills and multi-tasking ability.

Interested candidates are invited to email with a detailed resume, stating current & expected salaries & notice period to: hr@sankaraa.com