



## JOB DESCRIPTION

<b>Position Title:</b> (Senior) Solutions Consultant		<b>Department/Section:</b> Pre-Sales Consulting (Implementation)	
<b>Primary Responsibilities/Accountabilities</b>			
<ol style="list-style-type: none"> <li>1. Qualify business opportunities according to Digi-Data's business objectives</li> <li>2. Provide technical consultations to clients and sales force</li> <li>3. Conduct presentations and participate in seminars, customer events</li> <li>4. Appraise and follow up on opportunities, advise on implementation strategies within accounts</li> <li>5. Research new technologies and advise on strategic investments within the OnBase portfolio</li> <li>6. Ensure that DDSL is current in the chosen OnBase technologies and Certifications</li> <li>7. Accompany Account Managers on sales calls as requested and/or as required</li> <li>8. Provide leadership between Consulting, Sales and Technology teams</li> <li>9. Provide training on OnBase Technologies as necessary and/or as required</li> <li>10. Provide monthly reports on the OnBase Portfolio</li> <li>11. Achieve assigned Gross Profit target</li> <li>12. Maintain the strategic use of CRM as it relates to the daily job functions</li> </ol>			
<b>Skills &amp; Competencies</b>			
<b>Education</b>	A Bachelor's Degree in Computer Science, Management Information Systems or Business Administration		
<b>Experience</b>	A minimum of 5 years IT Experience and experience in IT based Project Management		
<b>Specific Training or Certification</b>	Certified Document Imaging Architect (CDIA+), ECMp, ECMs, On Base Proficiency Levels 1&2 (OBP1&2), On Base System Administrator (OCSA), Microsoft Certified Professional (MCP), Microsoft Certified System Engineer (MCSE)		