

JCurve Solutions is looking for a Business Analyst / Pre-Sales Consultant in Australia

Who is JCurve Solutions

Jcurve works collaboratively with ambitious organisations to drive growth through the effective use of technology. Serving as a trusted guide in an on-demand world, we help build growing and resilient organisations to withstand market disruption.

Role Summary

We are looking for an ambitious and result-driven Business Analyst / Pre-Sales Consultant to join our team in Australia. This individual will work closely with other Professional Service Consultants to ensure that Jcurve delivers an excellent service to our customers for projects with ERP and Service Management components. In addition, the individual will be responsible for playing a part in all three pillars of business solutions advisory: Consulting, Products and Partnership and Solutioning.

Role Description

- Ensure delivery of an excellent customer experience to customers.
- Carry out consulting engagements and business reviews.
- Contribute to the ongoing refinement of consulting methodology and documentation around the scoping, delivery and execution of reviews and consulting engagements.
- Evaluate customer suitability to the software and solutions we provide. This may include evaluating requirements, conducting scoping exercises and reviewing scopes conducted by other team members.
- Engage with existing customers on business transformation initiatives and process optimisation.
- Conduct product demonstrations for Oracle NetSuite and Quicta.
- Identify, assess, and forge partnerships with the best XaaS solutions within and outside the Oracle NetSuite ecosystem.
- Work with enterprise customers on broader technology architecture.
- Work with management to systematically identify product direction for portfolio addition/acquisition/strategic partnership.

Skills and Attributes

- Extensive experience with Oracle NetSuite as an end-user, solutions consultant, or functional consultant.
- Experience with other SaaS products.
- Practical exposure of business operations in at least one key vertical (Wholesales, distribution, financials, supply chain, etc.).
- Experience and confidence dealing directly with customers, as well as conducting workshops with stakeholders.
- Experience and confidence dealing directly with business owners and senior management.
- Tertiary qualifications in Business Management or similar (desirable).
- ERP certification (highly valued).
- Six Sigma Certification (desirable).
- Other relevant industry certifications.

How to apply

Send your resume, a short introduction and the details of the position or area for which you're applying to hr@jcurvesolutions.com. We can't wait to hear from you!