

JOB SPEC: EPICOR PRESALES SOLUTIONS CONSULTANT, UK

We are currently recruiting for an Epicor Presales Solutions Consultant to join the [Aspera Solutions](#) team.

Why Should you Think about Joining Aspera?

Aspera Solutions is a successful, award winning ERP Consultancy serving mid-tier manufacturing and distribution companies in EMEA (predominantly, UK&I). Founded in 1987, we are growing year on year and pride ourselves on innovation, knowledge leadership and valued delivery of Epicor's flagship ERP system, [Epicor](#) ERP V10.2.

In working with Aspera Solutions, you will have the opportunity to work alongside and learn from innovative, value driven, ERP knowledge leaders.

Your Role and Responsibilities

As a Presales Solutions Consultant at Aspera, you will use your practical business experience to support our sales and customer engagement teams, offering an in-depth knowledge of the functional requirements and business value of Aspera's solutions, in order to help close sales opportunities.

Specifically, you will be expected to:

- Promote Aspera as a leader in its served markets;
- Conduct customer or prospect webinars;
- Perform discovery sessions and workshops, uncovering business needs and drivers, and documenting the output;
- Evaluate customer business process, re-engineering and consulting;
- Prepare for and conduct detailed demos along with the Sales team, either on-site or remotely;
- Manage and maintain demonstration kit and software;
- Maintain up to date application, industry and technical knowledge;
- Act as product expert in liaisons between the salesforce and the customer;

- Provide business expertise by documenting processes and providing workflow analysis, in areas such as Finance and Accounting, Manufacturing, Service Management and Distribution;
- Provide input to proposals and tender responses;
- Prepare Statements of Work;
- Analyse customer business functional and technical IT requirements;
- Work with the Professional Services team to ensure that the project is correctly scoped and, at time of order, is handed over seamlessly;
- Develop and maintain good knowledge of markets and competition;
- Support the marketing function with knowledge and content; &
- Support operations and project delivery providing consulting and training services to customers when required.

The Successful Candidate will have:

- Proven track record in at least one of these industry's; manufacturing, finance/accounting or distribution;
- Experience in mid-market implementation or presales roles, focused on ERP;
- Documented experience of giving customer or internal presentations &/or demonstrations;
- Experience of delivering training programs, material and courses;
- Excellent communication skills, both written and verbal; &
- Strong commercial skills.

Location:

Aspera employees work on site with customers across the Ireland and the UK. Ability to travel to customer sites with overnight stays is mandatory. Overseas travel is also sometimes required however it is expected that this role is UK based. Home working is also available when the tasks permit.

Terms & Conditions

The successful candidate will report to the PreSales / Solutions Manager, who is based in Ireland.

Remuneration, terms and conditions will be in line with competitive market rates.