

Oferta de Emprego

Empresa	Universidade do Minho
Descrição da função	(Senior) Solution Consultant Iberia (Celonis - Madrid Office)

Publicação

Data de criação	28/05/2020
Data limite de candidatura	31/12/2020
Data da última atualização	28/05/2020

Perfil pretendido

Tipo de oferta	Emprego
Escolaridade	Licenciatura
Função	Vendas

Descrição

Perfil pretendido	<p>ARE YOU READY FOR A NEW CHALLENGE?</p> <p>Celonis is the leader in business transformation software, turning process insights into action with The Celonis Intelligent Business Cloud, built on the process mining technology it pioneered. For Fortune500 companies, transforming to an intelligent enterprise has become a key strategic priority. Headquartered in Munich, Germany and New York, New York, Celonis has grown 5,000% in 4 years and 300% in the past year. Valuated at over \$2.5Billion, Celonis received \$27.6M Series A in June 2016 and \$50M Series B funding in June 2018 from investors Accel and 83 North and \$250M Series C in November 2019.</p> <p>As a Senior Solution Consultant, you use our Celonis Process Mining Technology in different proof-of-value projects to demonstrate the value our software generates to our customers in the Iberian market. You lead our agile project teams to accelerate our customers' digital transformation by applying the latest extraction and transforming methods and drive Celonis' international expansion. You identify the customers' strategic priorities and lead your project team towards developing data-driven process insights and actions. Over the whole course of the proof-of-value project, you proficiently handle our customers' individual needs and actively participate in customer workshops.</p> <p>YOU...</p> <ul style="list-style-type: none">... have gained 3+ years of Enterprise software pre-sales experience, leading large and often complex pre-sales engagements... bring experience in scoping, managing and executing customer pilots and proof of values... have successfully completed your studies in Business Informatics, Information-oriented Business Administration, Mathematics or a comparable degree program... think analytically, work in a structured manner and can quickly comprehend new topics and interrelationships... possess a thorough understanding of complex business processes of any kind... have excellent communication skills and enjoy interacting with various customers and clients of all levels... are very engaged, a visionary and want to actively drive the Celonis Process Mining technology forward... have very good knowledge of spoken and written English and Spanish, other languages are a bonus <p>WE...</p> <ul style="list-style-type: none">...see people as the fundamental pillar of our success. Therefore, we invest into the personal growth and skill development of each individual alongside with the strength finder test...offer attractive compensation models (best-in-class salary, stock option packages, employee referral bonus, family service, flexible working hours, ...)...are visionary and one of the fastest growing Software-Unicorns in the world...are Process Mining experts and developed the world's most powerful tool for analyzing, optimizing and transforming all IT-supported business processes: The Intelligence Business Cloud...are distinguished by a unique combination of innovative start-up atmosphere paired with great professionalism and self-responsible work
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APPLY NOW!!!
APPLICATION and FURTHER INFORMATION:
<https://boards.greenhouse.io/celonis/jobs/4032026003>

Número de vagas	1
País	Espanha
Distrito	
Condições oferecidas	_
Contacto	talent@celonis.com j.hense@celonis.com
Observações	

Cursos

Sem cursos preferenciais.