



## Senior Client Consultant (CPG Software) / New York

[www.upclear.com/company/recruitment](http://www.upclear.com/company/recruitment) - Posting date July-2015

### ABOUT UPCLEAR

UpClear ([www.upclear.com](http://www.upclear.com)) is a global Enterprise Software provider to the Consumer Packaged Goods (CPG) industry. UpClear's BluePlanner software is a best-in-class platform for Revenue Management, covering Sales Planning, Trade Promotion Management (TPM), Analytics, and Optimization (TPO). UpClear serves clients in 20 countries across America, Europe, Asia, and Africa from its offices in New York, London, and Hong Kong. BluePlanner has been recognized by Consumer Goods Technology as one of the leading solutions for Sales Optimization. UpClear is growing at a rate of 40% per year.

### JOB DESCRIPTION

The Senior Client Consultant is responsible for onboarding new CPG clients, and ensuring fast and successful deployment of the BluePlanner TPM/Analytics and Optimization software. The Senior Client Consultant is also involved in the client acquisition process (pre-sales) working with prospects, and presenting the BluePlanner software to support Revenue Management initiatives.

### RESPONSIBILITIES

- Support the pre-sales process, including running software presentations, requirements reviews and project planning
- Lead client deployment projects, working with client leadership on project management, business process and software configuration and integration
- Maintain client relationships, present new features and/or ideas to improve business results
- Participate in industry events and develop leadership expertise in Revenue Management and Trade Promotion Management
- Participate in the development of UpClear Client Services team, including recruitment, training, and management
- Participate in company marketing and business development initiatives, including industry events & publications

### QUALIFICATIONS & EXPERIENCE

- Bachelor's or Master's degree in a business discipline with minimum 4-5 years of work experience, including Business Analysis and Project or Account Management
- Technical experience and/or understanding of technical concepts, covering Databases, SQL, and Web Applications.
- Demonstrated understanding and experience with the Software Development Life Cycle.
- Experience within the Retail or Consumer Packaged Goods industries (as an employee, business consultant, and/or software/service provider) especially Trade Promotion Management (TPM)
- Strong autonomy, attention to detail, organizational skills, leadership skills, and interpersonal skills
- Excellent written and verbal communication proficiency

### JOB PERSPECTIVES

- Contribute to the development of a young software company, including strategy, marketing, and sales activities
- Develop consulting experience and expertise in the CPG / Retail industry
- Develop exemplary management, negotiation, and communication skills
- Grow with the company in one of 4 areas (Client Services, Business Development, Technology, or Corporate)

If you wish to apply, please send a resume to [recruitment@upclear.com](mailto:recruitment@upclear.com), with "p201506" in the subject.  
Cover letter recommended but not required.



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