



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

[www.upclear.com/company/recruitment](http://www.upclear.com/company/recruitment) - Posting date June-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 Technical Client Consultant is responsible for the activities associated with deploying the UpClear software, and working with his/her clients to help them take full advantage of the Trade Promotion Management and Analytics software.

He/she understands all aspects of the clients' sales planning processes, distribution channels, trade promotion tactics and insights, and analytical requirements. The Technical Client Consultant manages ongoing client relationship and provides continuous service to ensure value and satisfaction.

Other duties include:

- Helping to design software enhancements (feature design, release management)
- Participating in business development activities (marketing, demos to prospects)

### RESPONSIBILITIES

- Apply knowledge of CPG business processes to support business process reengineering and change with clients
- Configure the BluePlanner system to meet client business requirements
- Conduct knowledge transfer and training to clients, such as sharing best practices
- Provide leadership to client personnel assigned to projects
- Facilitate internal software design sessions, translating client business processes into functional requirements
- Participate in UpClear business development strategy and execution, such as marketing, partnerships, industry events, etc.
- Lead technical integration projects between BluePlanner and client systems

### QUALIFICATIONS & EXPERIENCE

- 2+ years of CPG / Consulting experience within IT, data management, or application management is required
- Extensive knowledge of ETL, data integration, data governance, and information management is required
- Working knowledge of at least one TPM system is highly desired
- Exposure to other systems, such Sales Planning & Analysis, ERP or Business Intelligence is a plus
- Technical experience with MS SQL Server, T-SQL, and / or SSIS is a plus
- BSc or MSc in Information System (or similar discipline) is preferred
- 2nd language is a plus
- Strong autonomy, organizational skills, attention to detail and interpersonal skills
- Strong ability to facilitate discussions and negotiate mutually beneficial solutions when necessary
- Excellent written and verbal communication in English

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.

