

## JOB DESCRIPTION

<b>JOB TITLE:</b>	Consultant – Data and Cognitive Solutions
<b>REPORTS TO:</b>	Business Advisory Director
<b>LOCATION:</b>	Wellington

### Job Scope:

At Solnet, we help our clients build their business capabilities. We work collaboratively, understanding and shaping the journey to achievement of their strategic objectives. We design, deliver and implement optimal Business Operating Models for the Digital Economy, bringing real benefits to our clients and their customers, employees and other stakeholders.

The Consultant - Data and Cognitive Solutions (Analytics and AI), will leverage their experience to facilitate and/or deliver services in the areas of data, analytics, and AI; including strategy, roadmaps, programme management and governance, architecture, product and service design, solution delivery, and ongoing support.

As a Consultant, you are expected to deliver outcomes for our clients, while identifying and growing business advisory revenue through direct and/or assisted sales activities, and to the extent possible, your existing network.

To ensure sustainable success, in addition to business development, you'll be creating reusable "know-how" and value delivery through delivery excellence.

In the role of the Consultant – Data and Cognitive Solutions you will:

- work with your colleagues to develop opportunities with new prospects and existing clients
- leverage your network to identify new opportunities for Solnet
- influence, advice, and coach our clients to achieve trusted advisor status
- create reusable consulting assets, artefacts, and marketing collateral.
- provide leadership, and grow Solnet's capability and "know-how" in the domain
- drive customer satisfaction and advocacy through delivery excellence and value recognition.

### Role and Responsibilities:

#### Business Development

- Working with sales and marketing functions, assist in generating new leads, and manage named opportunities across both existing and new clients
- Leverage your existing network to grow new business opportunities
- Manage and complete RFX processes and documents relevant to the domain

- Create and deliver client proposals, including presentations and simulations
- Demonstrate thought leadership by creating unique content, public speaking, and leading and/or participating in communities and forums.

#### Delivery Excellence

- Present as an expert to Solnet clients
- Ensure value delivery and client success / recognition through engagement quality exploiting data, analytics and artificial intelligence
- Contributing as appropriate to Business Advisory revenue derived from client engagements in the data, analytics and artificial intelligence domains
- Identify opportunities for Solnet’s broader proposition to assist our clients to increase revenue, reduce costs, improve their customer’s experience and achieve compliance
- Advise, influence, and coach our clients, assisting them to build the internal capabilities required to support their strategic business objectives
- Work with client (and potentially third party) teams to design, deliver, and support the implementation of the client’s new Business Operating Model
- Follow Solnet’s business advisory engagement and delivery processes.

#### Leadership and Expertise

- Lead and coordinate data, analytics, and AI activities within key clients
- Manage design and delivery processes and communications across client, (and potentially third party) multi-disciplinary, cross-functional teams
- Demonstrate a good appreciation for leading tools and technologies deployed in New Zealand
- Create domain “know-how” reusable assets – frameworks, templates, patterns etc.
- Provide internal leadership and engagement – deliver subject matter training, briefing sessions, presentations, mentoring, guidance, etc.
- Continue professional development; acquire necessary certification and expertise.

#### **Key Performance Indicators:**

- Business Development
  - Business advisory revenue from the existing and new clients
  - New business advisory services clients
  - Sales and marketing activities
- Delivery Excellence
  - Customer satisfaction
  - Customer advocacy
  - Projects delivery (on-time and on-budget)
  - Utilisation
- Leadership and Expertise
  - “Know-how” contribution
  - Personal development

**Skills and Experience:**

- Proven consulting experience within the domain at a consultancy, technology vendor, enterprise client or similar
- Solid understanding of a business operating model and data-driven transformation
- An understanding of business opportunities and challenges presented through the domain lens
- Understanding of the domain best practices and business trends across industries and sectors
- Proven ability to work successfully with senior stakeholders and end-users, building credibility and strong customer relationships
- Strong client contact network in and around strategy, business transformation, digital technologies, and delivery
- Ability to remain calm under pressure and instil confidence in your colleagues and clients
- Demonstrate experience working in multi-disciplinary, cross-functional, teams
- Experience and knowledge of agile delivery, product and service design, design thinking, human-centred design, and other relevant methodologies
- Active participation in domain communities and bodies
- Data, analytics and artificial intelligence expertise in:
  - governance and management
  - architecture and enablement
  - cognitive solutions
  - customer experience, user journeys, and customer intelligence
  - process optimisation (RPA and IPA) and process intelligence
  - product and service development, and process and services intelligence
  - risk and compliance – data trust etc.

**Qualifications:**

- Ideally (but not limited to) an appropriate tertiary qualification.

**Other Attributes:**

- Excited about developing long term client relationships, delivering exceptional client outcomes, and winning new business
- A disciplined approach to developing opportunities
- Passion for success of self, clients, colleagues, and Solnet.
- Strong people and organisational skills
- Self-motivated, self-managing, and uses initiative to get things done
- Ability to plan and manage multiple tasks to reach a successful conclusion
- Ability to work effectively under pressure and adapt to change
- Ability to work well in a team and effectively contribute to the team's success
- Excellent written and verbal communication skills
- Excellent problem-solving abilities
- Reliable and dependable
- Ability to travel and conduct business outside of Wellington from time to time.