

## SENIOR NETSUITE IMPLEMENTATION CONSULTANT (Ottawa or Toronto, ON)

EnabledSuccess is a boutique Ontario consulting firm providing premier Business Solution Software and related services to the Ontario market. We have delivered a strong portfolio of enterprise-wide business-solution projects over the last five years. Evidence of this success can be seen in awards won; NetSuite Breakthrough Partner of the Year for 2007 and NetSuite Partner of the Year for 2009. Success will continue to be built on our combination of seasoned experience and a fresh, collaborative approach to client relationships. EnabledSuccess takes pride in maintaining highly-satisfied clients who rely on our expertise to enhance their growth, and developing an outstanding team with high employee retention.

### Job Description:

The Senior NetSuite Implementation Consultant is responsible for the delivery of implementation and customization services for NetSuite clients. Working closely with the Project Manager and the rest of the Professional Services team, the Consultant will be responsible for assessing and documenting client needs, developing innovative plans to solve business problems and implementing these plans to the client's satisfaction. The Consultant must have a passion for helping clients find creative ways to more effectively run their businesses and for finding new ways to constantly improve the satisfaction and loyalty of our clients. Working with tight deadlines on multiple projects, with assistance from the Project Manager, the Senior Consultant will be accountable for keeping professional services projects on schedule and in budget.

### Key Responsibilities:

- The consultant will assess customer implementation needs, craft innovative solutions that span different subject matter domains, and implement these plans to the customer's satisfaction.
- The consultant will be responsible for the business process analysis and engineering; documentation of solutions and project methodology, implementation, including setup, configuration and customization, of the NetSuite solution.
- Lead multiple engagements, interacting directly with senior level client personnel both in the implementation as well as project execution. Must be comfortable managing a significant number of clients concurrently with aggressive timelines.
- Take a leadership role in growing the effectiveness of the professional services by knowledge transfer, mentoring, and support of other team members.
- Work in a highly collaborative way with the project manager to bring projects to completion and profitability.

### Qualifications:

- Bachelors degree, preferably in Business, Engineering, Management Information Systems, or Accounting. MBA is a bonus.
- 3-5 year's experience in enterprise applications, ideally in consulting, enterprise software implementation, or business process consulting. Specific NetSuite experience a significant bonus.
- Experience in translating customer business requirements into workable business solutions and the ability to plan and execute an ERP implementation.
- Excellent client management and project management skills.

- Excellent understanding of business practices as related to Accounting (Accounts Receivable, Accounts Payable, General Ledger, Invoicing), Sales Force Management (Opportunity, Proposal, Sales Orders, Forecasting, territory management and Quotas), Inventory Management (Purchasing and Fulfillment), Marketing Campaigns and Web presence (Net or e-Commerce, Shopping carts, Website layout), and Customer Support (Cases Management and Territory Management).
- Consulting experience with software in an SaaS environment including any experience with Accounting, Sales Force Automation, Marketing Campaigns and Web presence. Specific consulting experience with NetSuite, Great Plains, Microsoft Dynamics, Intacct, Salesforce.com, Upshot, ACT, Goldmine, MAS 90, Siebel, Oracle, SAP, PeopleSoft, JD Edwards, Google Apps
- Must be technically savvy, ideally with some knowledge of technical concepts such as integration, workflow automation, HTML, etc.

This is a full-time job with travel expectation of 30%. You will need to work from our head office in Ottawa at least 20% of the time.

Qualified and interested applicants should send a cover letter and resume with "NetSuite Implementation Consultant" in the subject line to [careers@enabledsuccess.ca](mailto:careers@enabledsuccess.ca).

