

Business Consultant (Agresso)

Overview

Williams Woodward Limited is a successful and growing independent Professional Services Consultancy with a proven track record in providing project management and consulting services to UK and international businesses in a wide variety of market sectors. We are a trusted partner of UNIT4 and have been working closely with UNIT4 for many years.

The Business Consultants are part of our team of professional Consultants and Project Managers and are responsible for the full life cycle implementation using the Williams Woodward structured methodology and working practices.

Business Consultants provide innovative implementation advice and support to our customers mainly on-site but also remotely via telephone, e-mail and on-line meeting facilities such as Skype.

A Business Consultant requires proven experience (at least 3 years) in the following:

- Business Systems Analysis
- Finance and Accountancy (a professional qualification is advantageous)
- Implementing Agresso ERP or equivalent system – full system cycle
- Working within, and having a full understanding of, a Finance Department and its functions
- Development of best practice business processes which includes, Finance, Procurement, Project Management and HR
- Understanding of project methodologies and able to work easily as part of a team or independently
- Working in a professional services environment and/or consultancy and project management environment
- Excellent technical and analytical skills, and experience in working with business systems
- Knowledge of relational databases & implementation of IT infrastructures
- People Management and good communication skills

The role requires a structured approach to work and time management and the ability to multi task, effectively handling reactive tasks whilst maintaining focus on objectives, targets, deliverables and deadlines. Excellent IT skills are a must, including the ability to use all applications in MS Office and Finance Applications to a high standard.

The role is based out of our offices in Maidenhead, and will involve travel to customer locations in the UK, remote working from home/office and may involve international travel.

Responsibilities/Key Tasks

- Manage the full implementation cycle of the software using the Williams Woodward Implementation Methodology or AIM (Agresso Implementation Methodology)
- Work closely with customers to develop working relationships and an understanding of their requirements
 - Requirements gathering
 - Understanding business issues
 - Proposing outline solutions
- Provide advice & guidance on appropriate set up and support of the Agresso system
- Be able to understand and advise on the implications of the software and set up
- Provide clear advice and guidance on the best practice business processes
- Provide advice and guidance on the production of enquiries and basic reports
- Creation of report specifications
- Deliver training sessions to customer project teams and end users
- Help investigate & resolve customer support requests
- Work with the customers' in-house support teams
- Work with the Sales Team to support meetings, presentations and demos with prospective customers and assist with proposals and responses to Invitations To Tender
- Develop good working relations with UNIT4 and its staff
- Work in a dynamic fast changing environment
- Be financially and business aware and able to communicate effectively with all levels of staff
- Ensure customer staff understand how to troubleshoot across the system
- Customer management – post implementation relationship and highlight additional business opportunities

Knowledge, Skills and Behaviours:

Essential:

- Hold a recognised Accounting or Business Qualification/ or be working towards one
- Excellent written and verbal communication skills
- Excellent organisational skills
- Previous experience in a consultancy role
- Financially and commercially astute
- Strong influencing, negotiation and communication skills and ability to manage effective customer and supplier relationships up to senior management level
- Ability to communicate effectively with all levels of staff
- Good understanding of delivering commercial contracts
- Good understanding of IT and Business Systems, including Finance Applications
- Strong focus on quality and timeliness of all deliverables
- Ability to use initiative and think laterally
- Proactive and pragmatic
- Self-motivated
- Strong people, team management and motivational skills
- Ability to work effectively as an individual and as part a multi-disciplined team
- Enjoy variety and challenges as an inherent part of the day-to-day role