

## Senior Consultant/BA

### Base Salary

£ \$110,000 - £ \$130,000

### Industry

Salesforce

### Description

Third Republic is presently associated with a technology company which is developing next generation cloud technology. My client's company has a mission to deliver unmatched cloud service experience to customers and no wonder they have some of the best global brands such as Coca Cola and Facebook working as a partner. Buoyant by double digit growth, they are looking to hire a Salesforce Business Analyst for their team. This is a 100% remote position.

### Responsibilities

Key Responsibilities

- Supporting business development by cultivating relationships with clients
- Preparing scope of work (SOW) documents
- Providing best-practice Quote-to-Cash guidance on processes
- Educating customers on Salesforce Quote-to-Cash setup
- Completing configuration documents in collaboration with customers
- Gathering customers' specific business process requirements
- Using Salesforce CPQ managed package
- Documenting and tracking customer product enhancement requests
- Supporting migration with Salesforce CPQ

### Qualifications

Requirements

- More than 3+ years' of designing, configuring and testing SaaS solutions geared toward CPQ
- Prior implementing experience with CPQ products such as Big Machines, Apptus, CallidusCloud
- Must have functional and technical experience with
- Must have requirements gathering abilities
- Must have a team player attitude
- Previous consulting experience with a consulting/software company would be beneficial
- Ability to work from home
- Ready to travel up to 50%
- Not eligible for Visa Sponsorship

### Job Benefits

- Attractive remuneration upto \$110,000-130,000 p.a
- Other benefits and perks

### Hiring organization

Third Republic

### Employment Type

Permanent

### Date posted

December 4, 2019

### Valid through

March 31, 2020

### Job Location

Broadway, 1178, New York, NY  
10001, United States