

Senior Solutions Consultant

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Company: Pegasystems

Location: Canberra

Category: other-general

Senior Solutions Consultant - Federal Government Canberra As a key contributor to the Pega Sales Consulting team, you will collaborate with product managers, software developers, analysts, business officers, and other groups to ensure the successful execution of sales strategy. Our solutions consultants are technically savvy and customer centric! Picture Yourself at Pega: Pega's powerful portfolio of strategic applications helps clients embrace digital transformation, by automating, streamlining, and rethinking the way work gets done.

What You'll Do at Pega: Present, listen, create architectures, demo solutions, discuss ideas and solve problems

Work closely with the Sales Team to create and deliver world class technical demonstrations
Help enterprise clients meet strategic business goals by streamlining critical operations and engage their customers across multiple channels

Analyze the key issues of global enterprises and evaluate how Pega's unique technology can drive meaningful improvements

Who You Are: Passionate about people & technology! You have technical/business experience in client-facing roles such as pre-sales, consulting, technical enablement, or software application development.

Bachelor's degree in technology related field or knowledge of Object-Oriented programming
Strategic thinker with the ability to build and present robust product demos, combined with the communication skills needed to develop customer relationships by listening to, understanding, and anticipating client needs (business and IT)

Experienced in software development and architecture, project management, requirements engineering, product management and solution architecture

What You've Accomplished: Worked with sales personnel to develop customer-specific solutions to complex problems

Delivered POCs and custom demonstrations and educated customers on product capabilities

4-8 years of thought leadership in technology

4-8 years of experience developing solutions and selling enterprise software solutions

Gartner Analyst acclaimed technology leadership across our categories of products

Continuous learning and development opportunities

An innovative, inclusive, agile, flexible, and fun work environment

Competitive global benefits program inclusive of pay + bonus incentive, employee equity in the company

Meet Our Team: As a key contributor to the Pega Sales Consulting team, you will collaborate with product managers, software developers, analysts, business officers, and other groups to ensure the successful execution of sales strategy. Our solutions consultants are technically savvy and customer centric!

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Job ID: 20356 Inclusion and Diversity – Inclusive is one of our values at Pega.

Pega Systems is committed to inclusion and diversity and strives to foster a fair and inclusive environment for all. We believe Pega can achieve more when we create a culture that inspires each of us to fully contribute each and every day. We encourage diverse thinking and collaboration for better outcomes for all. Learn more about our inclusive culture .

We encourage candidates of all backgrounds and skillsets to consider opportunities at Pega.

At Pega, we focus on the skills needed to be successful and we know that our employees can thrive even if they don't possess a traditional background. If you like the sound of this role, but are not sure if you are the right person, please consider applying.

We would love to hear from you!

As an Equal Opportunity and Affirmative Action employer, Pega Systems will not discriminate in its employment practices due to an applicant's race, color, religion, sex, sexual orientation, gender identity, national origin, age, genetic information, veteran or disability status, or any other category protected by law.

Accommodations – If you require reasonable accommodations under the Americans with Disabilities Act (US only) or comparable regional regulations in completing this application, interviewing, completing any pre-employment testing, or otherwise participating in the employee selection process, please contact us here or contact (US only) 1-888-PEGA-NOW and/or 225 Wyman Street Waltham, MA 02451 ATTN: Benefits.

Labor Condition Applications

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Pegasystems Limited UK Gender Pay Gap Statement

EEO/AA Policy Statement

Know Your Rights: Workplace Discrimination is Illegal

Pay Transparency Policy Statement

Your Employee Rights Under the Family and Medical Leave Act

E-Verify Notice

Employee Polygraph Protection Act Rights

By providing a password, you will become a Pega Digital Community Member and be able to track your application status

Upload your resume Required, allowed file types are DOC, DOCX, PDF, TXT (2MB max)#J-18808-Ljbffr

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