

# United Kingdom Jobs Expertini®

## UKI Senior Solution Consultant - Consolidation

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Company: OneStream Software

Location: United Kingdom

Category: business-and-financial-operations

### ABOUT THE JOB

We are seeking a full time Pre-Sales Solutions Consultant to join our growing EMEA pre-sales team. This person will be (or be willing to become) an expert in OneStream's technology. On a daily basis, you will present the value proposition and benefits of our solutions to partners, prospects, customers and internally supporting our sales force in EMEA. You will participate in the design, validation, and presentation of OneStream XF's solutions based on customer needs. Previous experience as a Pre-Sales Consultant, Senior Services Consultant or Financial Systems Administrator is preferred. Must have the ability to lead technical discussions and identify the right solution for our customer's needs.

We are specifically looking for an individual who has in depth knowledge of Financial Consolidation as a discipline, either as an implementation consultant, administrator or as a Finance individual (with in depth knowledge of consolidation). They must demonstrate that they know the subject matter extensively and can talk authoritatively on the key concepts. This must be backed up with the relevant customer stories / software experience.

### WHAT ARE YOU SELLING?

The OneStream application encompasses the entire Enterprise Performance Management/Corporate Performance Management platform. The platform provides customers with solutions for Financial Close, Financial Data Integration, Enterprise Planning, Operational Planning, Profitability, Forecasting, Financial and Management Reporting.

### RESPONSIBILITIES

Shortening the sales cycle by delivering flawless standard and custom product

demonstrations to mid and c-level executives in the Office of Finance

Providing presales technical / functional support to prospective clients and customers, while ensuring customer satisfaction with minimal supervision, through online sales efforts in a sales cycle

Acting as a technical resource for less experienced Sales Consultants, Sales Development and Sales representatives

Transforming business requirements/challenges into Proof of Concept presentations

Developing and delivering high quality OneStream XF presentations and demonstrations

Presenting and articulating advanced product features and benefits, product future direction and overall OneStream solutions

Improving/maintaining standard demo assets to ensure top-notch sales presentations

Designing, validating, and presenting OneStream Cloud solutions to include advanced product concepts and future direction

Developing and managing references through high quality technical, professional client relationships

Excellent communication skills are required.

## **DESIRED SKILLS AND EXPERIENCE**

### **Formal Education and Certification**

BS Degree or equivalent; advanced degree desirable in Computer Science, Technology or Finance related degree

### **Knowledge and Experience**

5+ years of experience in EPM, ERP and Operational Planning including building, developing, and deploying applications

MUST HAVE in depth knowledge of Financial Consolidation

Prior technical experience with any of the following products is a plus:

SAP:- SAP BPC (Outlooksoft), SAP BOFC (Cartesis), SAP Analytics Cloud

Oracle:- HFM (Hyperion Financial Management),FDM (Financial Data Quality Management or UpStream) ,Hyperion Planning, Hyperion Essbase, FCCS, EPBCS, Oracle EPM Cloud

IBM:- IBM Planning Analytics (Cognos TM1), IBM Cognos Controller

CCH Tagetik

Anaplan

Board

Jedox

Other EPM or Operational Planning Solutions

Proven ability in performing rapid assessments of customers' internal technology landscape and targeting use cases and deployment targets for Cloud technology Ability to provide guidance in the evaluation of OneStream's Cloud solution

Experience in a customer-facing role such as consultant, technical solutions engineer, or solutions architect

Fluent in English

**Preferred Experience:**

Three to five years of CPM industry experience

Background in Finance/Accounting

Versed and experienced with business analysis and financial modeling

Extraordinary presentation and public speaking skills

Additional European Languages are a plus

Impeccable attention to detail

Strong listening skills

Willing to travel 50-60%

**Personal Attributes**

Ethical

Credible

Competitive

Professional

Results-driven

Detail-oriented

Strong presentation skills

Able to multi-task

Comfortable interacting with c-level executives

Flexible and adaptable

Works well in team environment

Willing and able to travel

Discipline to work from home office

Legally authorized to work in country where this position resides without sponsorship

## **WHO WE ARE**

OneStream® is an independent software company backed by private equity investors.

OneStream provides an intelligent finance platform built to enable confident decision-making and maximize business impact.

OneStream unleashes organizational value by unifying data management, financial close and consolidation, planning, reporting, analytics, and machine learning. We empower Finance and Operations teams with AI-enabled insights to make faster and more intelligent decisions every single day. All in a single, modern CPM platform designed to continually evolve and scale with your organization. To learn more visit .

## **WHY JOIN THE ONESTREAM TEAM**

Transparency around corporate structure, salary, and benefits

Core value of customer success

Variety of project work (not industry specific)

Strong culture and camaraderie

Multiple training opportunities

### **Benefits at OneStream Software**

OneStream employees are passionate, hardworking individuals who go above and beyond to keep our customers happy and follow through on our mission statement. They consistently deliver the best and in turn, we make every effort to keep them cared for and happy. A sample of the benefits we provide are:

Excellent Medical Plan

Dental & Vision Insurance

Life Insurance

Short & Long-Term Disability

Vacation Time

Paid Holidays

Professional Development

Retirement Plan

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### **Cross References and Citations:**

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