

Position Title	Solutions Consultant
Department	Digital & Advance Analytics
Schedule	Full-Time
Location	Mumbai

OVERVIEW

Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients.

More information can be found at www.course5i.com

Global Offices

United States | India | United Kingdom | Singapore | United Arab of Emirates

POSITION SUMMARY

Course5 is looking for an experienced, self-directed solutions consultant who is passionate about growing data driven businesses. Course5's customers are among the largest enterprises in the world. The consultant will work with these clients to use data and analytics to generate the insights that will forge strong and lasting connections with end consumers. The role is on Course5's Solutions and consulting team. Successful candidates will contribute to the team as well as learn directly from industry expert co-workers and leaders who have been the part of digital industry for over 20 years. The successful candidate will have a track record of helping brands improve the efficiency of their customer marketing. She/he will also partner with Course5's sales and delivery organizations to close business and deliver best-in class advice and insights.

SPECIFIC RESPONSIBILITIES

- Deliver data-supported recommendations and insights to clients that will help them achieve their strategic objectives.
- Work closely with Course5, Clients and middle and senior management executives.
- Consulting proposals that articulate Course5's differentiation in the digital space.
- Further define Course5's solutions, products, strategic partnerships and digital analytics capabilities.
- Present proposals to prospective clients with authority, demonstrating the depth of Course5's expertise in the digital space.
- Explore and research new topics, trends, frameworks and methodologies related to digital analytics
- Work with Sales and Marketing teams to prepare and update battle cards and other materials that demonstrate Course5's strengths relative to our competition.

REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Experience submitting proposals to clients that result in successfully winning business.
- Proven technology skills in digital marketing or data analytics settings. Preference to candidates with experience.
- Working with a digital marketing platform such as Adobe or Google Analytics.
- Minimum three years of experience in direct customer consulting with experience in the digital ecosystem.
- Strong verbal and written communication skills.
- A positive, service-oriented personality.
- Successful candidates will be able to demonstrate their attention to detail and an analytical approach to problem solving.
- Engineering graduate with MBA and a technical undergraduate degree from reputed college.
- Strong experience with MS PowerPoint, Word and Excel. Preference to candidates who are proficient with sourcing data via SQL. Proficiency with BI tools like Tableau and Power BI a plus.
- Knows the art of story-telling and how to succinctly articulate his/her thoughts