

Company: CPG Vision
Region: Atlanta
Department: Professional Services
Title: Sr. Functional Consultant (SFC)
Reports To: Vice President, Professional Services

About CPGVision

CPG Vision is a leader in Trade Promotion Management and Optimization. We harness the Salesforce platform to deliver revenue growth to our clients, optimizing trade dollars and operational efficiency – all in the easiest UI in the industry!

Job Description

This role will work directly with leading consumer products, and retail companies as a Sr. Functional Consultant (SFC) to help deliver creative Trade Promotion Management (TPM) business solutions to our market-leading clients as a part of our team of experienced professionals.

You will lead and deliver components of complex client engagements that identify, design, and implement creative TPM business and technology solutions for large companies. Your responsibilities will include providing service excellence by identifying key client business issues, determining client needs by supplementing the standard assessment techniques and tools with innovative approaches, evaluating and validating analysis, and developing recommendations for the client in the context of the overall engagement. You will be expected to implement and oversee the quality of deliverables and effectively manage the team and day-to-day relationships to ensure exceptional performance. Managers participate in the development and presentation of proposals for business development activities.

We are looking for motivated, self-driven leaders who are energized by team results and interested in joining a firm that values its culture and people as its biggest strengths. Together, we can help find the answers to our client's most challenging business problems.

Job Responsibilities

As a Sr Functional Consultant (SFC) at CPG Vision, you will:

- Help leading consumer goods companies shape and implement business process or technology improvements to yield gains in all facets of the Trade Promotion Management (TPM) lifecycle: Annual Planning, Budgeting, Customer Planning, Retail Execution, Settlements, Measuring & Reporting, and Category Optimization.
- Leverage your experience to facilitate all aspects of a TPM implementation.
- Translate business processes into functional requirements. This may include recommendations on leveraging current technologies and assessing software vendors based on organizational needs.
- Share best practices, industry knowledge, and personal expertise to educate both clients and fellow consultants, informal and ad hoc settings.
- Assist in the creation and management of project plans and timelines, define project deliverables, identify and track issues and their resolution, and help to manage project scope and requirements.
- Earn trusted client status and build relationships that extend beyond the project's lifecycle.
- Conduct knowledge transfer and training of end-users, including sharing best practices.
- Work onsite and remotely with customers to elicit and analyze their requirements, develop designs, and implement CPG Vision products.
- Build a clear requirements strategy for each customer engagement.
- Lead discovery workshops, which include the facilitation of large audiences, solution presentations, and prototype demonstrations.

Job Responsibilities

- Organize and drive process reengineering sessions.
- Identify and create an inventory of customer process pain points and gaps in best practices.
- Perform rapid analysis and decomposition of complex business information into technical process components.
- Interpret technical and business strategy roadmaps and apply detailed application solutions.
- Build and demonstrate prototypes.
- Present to key stakeholders as well as technical teams.
- Participate and guide customers through user acceptance test planning and execution.

Qualifications

An ideal As a Sr Functional Consultant (SFC) candidate would have the following qualifications and experience:

- 6+ years of professional experience in a consulting or Consumer industry setting, acting as an internal consultant, with a demonstrable depth of knowledge.
- 6+ years of experience working in the retail industry (merchandisers, specialty apparel, footwear, large food or drug stores, big-box stores) corporate or retail environment.
- Experience in implementing Trade and Promotion Management Software is a must.
- In-depth understanding of Trade processes to include deductions, settlements, trade check requests, trade accruals, and trade finance (interfaces, reporting, etc.).
- Functional knowledge of key end-to-end processes, Planning, Trade Planning. Deep understanding of Commercial Processes, challenges, and trends within Retail and Consumer Products.
- End-to-end processes for trade Experience overseeing trade promotion planning and management, advanced trade management analytics, and customer business planning.
- Ability to travel is a requirement of the role, due to COVID-19, non-essential travel has been suspended until further notice.
- Visa-Sponsorship - Must be legally authorized to work in the United States without the need for employer sponsorship, now or at any time in the future.

CPG Vision Commitment

CPG Vision invests in the development of its employees. We are committed and aspire to leverage the qualities and appreciate the unique competencies that each person brings to our company. We are an Equal Opportunity, Affirmative Action employer. Minorities, women, veterans, and individuals with disabilities are encouraged to apply.