



We Help Services  
Organizations Get Better  
At What They Do

## APPLICATIONS IMPLEMENTATION CONSULTANT

RTM Consulting is looking for a business consultant with a passion for helping organizations solve problems using technology. As a key member of our Technology Practice, this person will be responsible for leading and/or contributing to digital transformation projects for consulting and professional services companies and organizations. The individual's primary focus will be to deliver application implementation projects and will have a secondary focus on helping to grow the business via supporting sales and marketing efforts. Previous experience implementing cloud-based solutions is preferred.

### RESPONSIBILITIES

- Responsible for leading projects and/or managing substantial portions of delivery of projects or client assignments.
- Effectively manage, communicate with and advise clients in one or many of RTMC's practice areas
- Develop and maintain strong customer and stakeholder allegiance to projects to drive overall client satisfaction and drive long-term relationships
- Effectively plan and execute projects with very limited guidance, resulting in high quality deliverables and business results for clients.
- Assist in resource and sub-contractor decisions, procurement and ongoing management
- Assist in building, nurturing and managing a relationship with one or more software application providers
- Help practice leader grow and manage a pipeline of services work
- Assist proposal/SOW development
- Contribute to organizational continuous improvement through documented innovations and lessons learned from projects; Help refine tools, methods, processes for Practice to deliver high quality consulting services
- Help identify needed talent to support the growth of the business
- Provide accurate, monthly and quarterly forecast of projected billings
- Be a credible subject matter expert to clients and partner on sales cycles and marketing events

### BASIC QUALIFICATIONS

- Bachelors' degree in a related discipline
- Self-motivated with a proven track record in Cloud technologies and comfortable in a fast-moving and dynamic environment
- Minimum 2-5 years of relevant experience in customer facing services delivery and/or implementation experience supporting consulting and professional services businesses and organizations.

- A true team player with excellent interpersonal skills and the ability to work with executives both within the company, its partners, and its clients
- Cloud/SaaS platform experience is preferred
- Configuration experience using a point-and-click interface
- Candidate must be organized and analytical, adept at working in a team environment, able to design and implement a project schedule and able to handle multiple priorities in a fast-moving environment
- Excellent client-facing written and oral communications skills
- Ability to negotiate with clients and partners
- Proactively learn the functionality & technology of new PSA product updates, and understand applicability to business requirements
- Assist marketing with seminars, trade shows, and webinars
- Located in the Northern Virginia / Metro Washington DC area preferred