



We Help Services
Organizations Get Better
At What They Do

SENIOR CONSULTANT, PSA SOLUTIONS ARCHITECT

RTM Consulting is looking for a solutions architect with a passion for helping organizations solve problems using technology. This person will be responsible for delivering Professional Services Automation (PSA) solutions, specifically on the Mavenlink Platform. The individual will lead customer discovery sessions and architect a solution based on a balance of customer requirements and Professional Services leading practices. The candidate must be a self-starter and able to work independently. Some working knowledge of CRM platforms and previous experience implementing cloud-based solutions are preferred.

RESPONSIBILITIES

- Lead design sessions; architect and document solutions that are aligned with client business objectives
- Be a trusted advisor helping clients transform their existing business processes to leading practice processes enabled by a Professional Services Automation solution
- Lead discovery sessions to understand the client's business needs
- Configure the Mavenlink PSA solution based on client business needs
- Assist with identifying application integration needs and help design a solution
- Create data migration strategies and plans
- Share relevant leading practices and be consultative to clients throughout duration of the project
- Participate in training design, documentation and delivery efforts
- Participate and lead, when needed, project meetings with the customer
- Participate in internal projects as required
- Be a credible subject matter expert to clients and partners on sales cycles and marketing events
- Some travel may be required to customer sites

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
- 3-6 years of relevant experience in customer facing services delivery and/or implementation experience supporting cloud-based PSA solutions. **Candidate must have current Mavenlink experience.**
- Cloud/SaaS platform experience is a must have
- 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 understand business requirements and convert them into solution design documents
- 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 but not required

RTM Consulting

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