CareerCross

NICE

Solution Consultant, Analytics

Job Information

Hiring Company
NICE Japan Company Ltd

Job ID
1479643

Industry
Software

Company Type
International Company

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Minato-ku

Salary
Negotiable, based on experience

Refreshed
July 29th, 2024 00:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Executive

Minimum English Level
Business Level

Minimum Japanese Level
Native

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

At NICE, we don't limit our challenges. We challenge our limits. Constantly. We're relentless. We're ambitious. And we make an impact. Our NICErs bring their A game and spend each day turning it into an A+. And if you're like us, we can offer you the kind of challenge that will light a fire within you.

So, what's the role all about?

The Solution Consultant, Analytics is an advanced Sales and technical expert and source of knowledge for the wide NICE Analytics portfolio, with an ability to master designs that combine multiple technical domains across various industries, analytical skills to understand customers' environments as well operational / business challenges and needs. The role requires significant coordination of resources across various departments, as well as interfacing with senior management.

How will you make an impact?

- Determining technical feasibility by evaluating requirements and analysis as well as proposed solutions.
- Preparing and installing solutions by determining and designing system specifications, standards, and programming.

What's in it for you?

Join an ever-growing, market disrupting, global company where the teams – comprised of the best of the best – work in a fast-paced, collaborative, and creative environment! As the market leader, every day at NICE is a chance to learn and grow, and there are endless internal career opportunities across multiple roles, disciplines, domains, and locations. If you are passionate, innovative, and excited to constantly raise the bar, you may just be our next NICEr!

Enjoy NICE-FLEX!

At NICE, we work according to the NICE-FLEX hybrid model, which enables maximum flexibility: 2 days working from the office and 3 days of remote work, each week. Naturally, office days focus on face-to-face meetings, where teamwork and collaborative thinking generate innovation, new ideas, and a vibrant, interactive atmosphere.

About NICE

NICE Ltd. (NASDAQ: NICE) software products are used by 25,000+ global businesses, including 85 of the Fortune 100 corporations, to deliver extraordinary customer experiences, fight financial crime and ensure public safety. Every day, NICE software manages more than 120 million customer interactions and monitors 3+ billion financial transactions.

Known as an innovation powerhouse that excels in AI, cloud and digital, NICE is consistently recognized as the market leader in its domains, with over 8,500 employees across 30+ countries.

NICE is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, age, sex, marital status, ancestry, neurotype, physical or mental disability, veteran status, gender identity, sexual orientation or any other category protected by law.

Required Skills

Have you got what it takes?

- Bachelor's degree in a technical major, preferred - MBA a plus
- At least 10 years of experience in Analytics Solutions sales (Technical, architect, Support and Delivery) that was engaged in the planning, executing and managing of complex software sales
- Call center, enterprise software / services sales, business intelligence, business analytics
- Consistent record of quota achievement
- Excellent analytical and problem-solving skills as well as attention to detail
- Proficient with Salesforce, and MS Office Applications
- Ability to work independently and under pressure to meet organizational deadlines
- Advanced SQL Server (experience with SQL queries, functions, and stored procedures)
- Advanced Windows server (IIS, Windows security, optimization, and troubleshooting)
- Articulate complex technical topics clearly and concisely to both business and technical audiences in both written and verbal form

You will have an advantage if you also have:

- Superior communication and interpersonal skills; ability to build relationships at multiple levels to work cross-organizationally toward solutions; consensus building skills
- Highly character driven and leads by example
- Highly articulated and able to confidently explain complex models in a clear simplified manner
- Strategic thinking with a strong technical aptitude and innate passion for seeking technical depth and complete understanding
- Excellent analytical, creative and problem-solving skills as well as attention to detail
- An inquiring mind, curiosity and desire to understand 'why'
- Evidence of inquisitive disposition and its application in a past or current role
- Contact center experience
- Exceptional leadership and organizational skills and the ability to coordinate and oversee any number of projects concurrently across multiple functional company departments
- Strong presentation, prospecting, and negotiation skills
- High energy, motivation and a strong work ethic

Company Description