

ServiceNow Solution Consultant

Location:

Denver CO area or remote (US Based)

Job Description

PlatCore is seeking a ServiceNow Solution Consultant to play a critical part in pre-sales solution discovery, client solution delivery, and positioning PlatCore to deliver amazing business outcomes for our clients. As a PlatCore Solution Consultant, you will be responsible for product demonstrations, consulting with clients to determine best-practice solutions, guiding clients through the implementation process, and providing product upgrade support. You will become a trusted advisor to your customers and provide feedback to marketing and product owners about enhancements that can address critical customer needs. We are seeking bold thinkers who want to be a part of the PlatCore journey. You are energized by the opportunity to build PlatCore and be a part of our growth story. Compensation consists of salary, bonus, equity, and benefits.

Responsibilities

- Provide customers with product & solution approaches during pre-sales discussions.
- Configure and install PlatCore product solutions and develop custom extensions using ServiceNow technologies that allows the product to meet the business needs of the customers.
- Lead customers through on-boarding, adoption, and upgrades.
- Have an in depth understanding of PlatCore product(s) design and implementation methodology.
- Communicate and collaborate with customers and partners to understand their business needs and provide tailored solutions to meet their specific requirements.
- Contribute to the library of internal and customer-facing technical content (blog/webinars) and documentation.
- Participate in sales calls including delivering effective online demos and responding to technical questions from prospects.
- Train client and internal teams fostering solution adoption.
- Attend tradeshows, events, and webinars to present PlatCore offerings.

Qualifications

- 4+ years of pre-sales solutions consulting or sales engineering experience with experience in Learning, HR, or Talent Managements solutions.
- Proficiency with the ServiceNow platform or technical expertise with cloud software solutions. ServiceNow certifications are a plus.
- General consulting experience including team facilitation, business case development, strong business analysis skills, process mapping and business process redesigning.
- Strong problem diagnosis and creative problem-solving skills.
- Thrive in a fast-paced startup environment, learn rapidly and master diverse technologies and techniques.
- BS in Software Engineering, Computer Science, or related field.
- Ability to work independently, remotely, and as part of a team. Potential travel up to 25%. **Must be U.S. based**

About us

PlatCore is an Elite ServiceNow Technology Partner, headquartered in Denver, CO. We are focused on learning products Built on ServiceNow.

PlatCore serves government agencies and enterprise companies on six continents. We are the only fully featured learning solution built natively on ServiceNow, and are proud to deliver a deeper, connected learning experience. Our mission is to “Help People do their Best Work.”

We are looking for those who want to be part of an early stage, growing software development company. We depend on each team member to help drive value for our clients, inform current and future products, and to contribute to the success of PlatCore.

Our team is passionate, achievement focused, and high performing. We are dedicated to the potential that learning brings and are driven to make cool stuff that delivers huge value for our clients. If this describes you, we want to hear from you!

Please contact us at careers@platcore.com.