

Job Description and Position

Position:

Solutions Consultant

Location:

SwipeClock, LLC
10813 So. River Front Parkway, Ste. 500
South Jordan, UT 84095

Company Description:

SIMPLICITY AND FIRST-CLASS SERVICE...
THAT'S OUR DNA.

We love saving our customers time, money, and simplifying how they do business. Since 2000 we've been providing simple, affordable timekeeping solutions to the payroll industry. Through refreshingly simple-to-use, innovative technology, we simplify the process of offering timekeeping with payroll services. You could say ease of use, first-class service, and cutting costs are in our DNA

Currently based in South Jordan, Utah, SwipeClock, LLC has been providing Workforce Management technology to small and midsize businesses primarily located in the United States and Canada for nearly 15 years. We're proud to be recognized as one of Inc. Magazine's "5000 Fastest Growing Private Companies in America" for the past six years running (2009-2014). We're serious about our commitment to our clients. We are compliant with the AICPA's SSAE 16 attestation standard and have been issued a Type II report. Our timekeeping services are available through local service providers (Channel Partners) as opposed to direct from our organization. SwipeClock is a growing Workforce Management software company with SaaS and mobile time & attendance, and employee scheduling offerings used by over 750,000 employees at over 23,000 businesses in North America.

Job Description:

The Solutions Consultant is a key member of the Professional Services Team. This position is tasked with providing customized product demonstrations to SwipeClock Channel Partners and their clients. This includes, but is not limited to;

- System configuration of various SwipeClock products
- Needs assessment and system requirements gathering
- Data validation and normalization across integrated products
- Integration with the Sales organization as part of a Solution Selling team

Responsibilities:

- Create and manage multiple demonstration environments across SwipeClock's product offering
- Quickly analyze prospect needs and execute customized demos across a wide array of verticals
- Act as a liaison between Sales and Professional Services to ensure client needs are clearly defined
- Work with SwipeClock's Channel Partners to train sales staff on effective demonstrative processes across SwipeClock's product offering

Requirements:**Education, Training and Technical Skills**

- Bachelor's degree or equivalent work experience in SaaS software sales.
- Minimum 1 year Solutions Consultant experience providing product demonstrations in the SaaS software space
- Ability to manage multiple projects with minimal supervision
- Minimum 1 year direct experience using Salesforce.com CRM
- High proficiency with MS office, specifically the creation of slide decks related to product demonstrations and use of MS Excel as a data normalization tool.
- Excellent written and verbal communication skills. Minimum 2 years of direct customer communications
- Project Management experience a plus
- HR, Payroll, Time & Attendance and/or Scheduling experience a BIG PLUS

Compensation

Competitive salary based on experience. Outstanding benefits package including health, dental, vision, 401k and more

How to Apply: Visit <http://content.swipeclock.com/careers/>

Or email resume and cover letter directly to Matt Craven, Director, Professional Services
mcraven@swipeclock.com