



Example of Automation Consultant Job Description

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Our growing company is searching for experienced candidates for the position of automation consultant. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for automation consultant

- You will be able to develop the technical solution to become more efficient
- Manages and coordinates all decision makers to arrive at a contractual purchase agreement for these products
- Responsible for maintaining realized revenue stream and ensuring customer satisfaction through consistent customer contact
- Manage the sales process consisting of the clinical laboratory (molecular, microbiology, virology)
- Foster existing, and establish new, relationships with clinical lab Administration and executive leadership in the respective territories
- Maintains full ownership of the entire sales process, including conducting lab diagnostics, and developing business cases to assist in capital committee reviews and the budgeting process
- Collaborate with a team of project managers and service engineers to manage customer logistics (e.g., IT, power, and architecture), drive change management of lab processes, implementation of instrument, and training
- Develops and implements a regional and strategic territory and account sales plan involving multiple stakeholders and buyers in the hospital adoption of designated products and platforms
- Lead LAT in the identification and development of prospective customers, create demand, communicate medical, clinical and patient outcome benefits, deliver product information and demonstrations, prepare proposals and quotes within company guidelines

orchestrate a successful product conversion within the institution

Qualifications for automation consultant

- Possess documentation skills that can be termed as professional and have the experience of writing up technical documentation around solutions such as requirements definitions, solution overviews, architecture and design documents
- Excellent communication skills with an ability to have the right level conversations with various stake holders within the customer space
- Knowledge of broader network infrastructure components
- Ability to travel up to 80% of the time within the CEMEA region (focus on D/A/CH)
- At least 5 years recent experience in designing and implementing cloud automation or orchestration solutions
- Hands-on experience with vRealize Automation, vRealize Orchestrator or similar automation products