



Example of Core Business Services Job Description

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Our company is growing rapidly and is hiring for a core business services. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

Responsibilities for core business services

- Owns the LAM PSS Core Services funnel and ensure countries sales teams are entering all opportunities into CRM
- Work with the local Sales and Service teams to continually feed the funnel, evolve opportunities and to convert qualified opportunities into orders
- Understands the sales cycles of every deliverable in the PSS Core Service portfolio and work with sales teams to ensure customers timely budget for large OPEX investments
- Participate in the monthly SYSS KOB3 funnels/POR reviews with LAM countries
- Act as the main point of contact between PSS Core LCS team in Austin and countries PSS LCS sales leaders and PSS sales teams
- Act as the LAM SME in PSS Core Services
- Develop sales tools in local languages to assist the countries PSS LCS sales team in managing the PSS Core Lifecycle Services business
- Track Performance Metrics (KPI) monthly and report to upper management actuals versus forecast and expected targets
- Provide support to internal teams on quoting complex service contracts and facilitate/expedite support from PSS Austin (when needed) to deliver quotes in a timely manner
- Lead preparation of PSS Core Services monthly/quarterly reviews with the PSS Austin Leadership Team

Qualifications for core business services

- Provide guidance and best practice around user experience and user interface design
- Create wireframes and mockups based on customer requirements
- Be the Subject Matter Expert on Service Portal UI Design best practices
- Identifying areas of UI Design process improvement (efficiency and effectiveness) and recommending solutions that detail pros, cons and risks
- Strong people development, including coaching and mentoring for technical and design roles
- Contribute to the continual improvement of Global Delivery and Practice business processes the maturing of the Core Services Practice portfolio, capabilities, expertise, best practices and solutions