

Innovation Consultant Job Description

Invention Machine Corporation (IMC), the leading provider of enterprise software and services that speed and systematize product idea generation to accelerate and bring greater efficiency and predictability to product innovation, is looking for experienced consultants to help our customers maximize their return on their software investment.

Job Purpose:

Invention Machine's customers all have something in common, a strong desire to improve the performance, reliability, and cost of their products and processes. This is why they have purchased Invention Machine's Goldfire software. An IMC Innovation Consultant is responsible for delivering a broad range of Professional Services to enhance the customer's ability to leverage Invention Machine's Goldfire software to achieve those goals. Professional Services include end-user product training, knowledge management strategies, project facilitation, and innovation best practice mentoring.

Responsibilities:

- Deliver IMC services in a professional, timely, and profitable manner
- Deliver 38 billable days per quarter
- Manage multiple customers and service engagements
- Become an innovation expert in the eyes of our customers
- Identify additional service and software sales opportunities

Primary Requirements:

- 10+ years total business experience
- BA or BS in engineering field with a solid understanding of the product development and manufacturing processes; MBA is a plus
- Experience delivering billable professional services, either as part of a software company or as part of a consulting company
- Experience in a technical, engineering, or R&D role either directly from industry or indirectly through a software or services company
- Strong engagement management skills - ability to manage concurrent projects and customers
- Experience delivering end-user software training to engineers and technical people
- Excellent verbal and presentation skills to executives and individual contributors
- Strong ability and desire to solve problems, multi-task, and deliver on commitments
- Insatiable thirst to understand why something works the way it does and to take complicated and complex theory and present it in simple terms
- Working knowledge and experience in the installation and configuration of software in Windows (server and XP) environment
- Ability to work on own, highly self-motivated
- Desire to work in a fast-paced, dynamic, and cost-conscious small company environment
- Ability to travel 60%

Secondary Requirements:

- Experience with search, knowledge management, and PLM (Product Lifecycle Management) techniques and tools
- Experience with Design for Six Sigma, Theory of Inventive Problem Solving (TRIZ), FMEA (Failure Mode Effects and Analysis), RCA (Root Cause Analysis), and Value Engineering
- Working knowledge of Oracle and SQLServer databases and LDAP

Invention Machine offers a competitive salary, an outstanding benefits package and the professional advantages of an environment that supports your development and advancement within the company and recognizes your achievements.