



Job Title: Senior Consultant – Technical Lead  
Business Unit: Professional Services  
Department: Professional Services  
Reporting to: Consulting Manager  
Exempt Status: Exempt  
Prepared Date: 12-22-10

International Decision Systems, Inc. is a world-class software developer of enterprise level software for the commercial finance industry. Headquartered in Minneapolis with global offices in Australia, Europe and India, International Decision Systems, Inc. has a 30-year history of serving the majority of the top 200 leasing organizations worldwide. International Decision Systems, Inc.'s customers are among the largest publicly traded organizations in the world and they value International Decision System, Inc. for its nimble, responsive technology expertise. At International Decision Systems, Inc. you'll be part of an innovative team of professionals who serve the world's commercial finance industry with progressive products and financial depth only available from an integrated strategic partner.

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### **Job Summary:**

Works as a consulting team lead or an individual consultant on for-fee product implementation, enhancement, integration, conversion, business process enhancement or training projects. The emphasis of the Technical Lead position will be to oversee integration related activities on Professional Services projects. Duties will be performed at customer's site or remotely. Serves as pre-sales support specialist when needed with respect to product integrations. Operates under minimal supervision on medium to large size projects involving multiple products and/or platforms. Reports directly to Consulting Manager with indirect reporting to the Vice President, Professional Services.

### **Essential Duties and Responsibilities:**

- Analyzes customers' technical requirements and technology objectives; develops a plan to meet customers' technical needs and executes the plan
- Lead the technical design of complex interfaces, custom coding requests, and solutions to address gaps in native product functionality when required. Designs must coexist with native IDS product functionality
- Lead and mentor technical analysts in the design and implementation of technical solutions
- Responsible for the training of resources in IDS product functionality and general best practices as it relates to the technical solution engagements within professional services. Resources to be trained will include both US and off-shore based consultants
- Create effective services and support model for managing off-shore resources in technical solution designs. The Technical Lead will be responsible for the design and execution such that web service and other integration coding efforts can be delivered in a cost effective manner to US based clients
- Technical Lead will have direct responsibility for the delivery of technical solutions, and will work closely with peers including Consulting Managers, Project Managers and Business Leads in solution delivery
- Develop System Development Life Cycle processes to ensure repeatable success. Responsible for ensuring others are following SDLC best practices
- Drive growth of professional services revenue through innovative product implementation and custom coding efforts
- Assist in traditional build, consulting, support or development work as needed.
- Works on medium to large-sized, single or multi-product projects
- Estimates timeframes, quality and quantity of resources required to successfully implement project; develops project plan incorporating all project variables. Actively participates in delivery and coordination of statements of work, prototypes and product demos
- Completes the work required for the assignment to the satisfaction of the customer
- Prepares weekly status reports on all project activities when required
- Serves as senior-level pre-sales and post-sales technical support specialist when needed
- Records all time in the timeframe established
- Travel will be required, up to 50%

Acts as a liaison between customers and company bringing feedback, opportunities and requirements to product management, sales, support, development and executive team

### **Qualifications:**

#### **Experience/Education:**

- Bachelor's degree in business, computer science, sales or marketing; advanced degree is desirable
- Requires 6-9 years of experience in software design, technical product support, or consulting.



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**Knowledge, Skills and Abilities:**

- Ability to serve effectively as liaison between company and customers
- Excellent communication, presentation, organizational and planning skills
- Excellent interpersonal skills to work as a team member and customer liaison
- Proficient PC skills.
- The consultant will have a specialized knowledge and expertise in two or more of the following areas:
  - Business analysis – understanding of the business processes and issues faced by the IDS client base and formulating recommendations for improvements
  - Training skills – understanding and mastering adult learning techniques
  - Data migration – experience and knowledge in the databases and data elements used in IDS products as well as how to migrate data from one system to another including data reconciliation and upfront analysis
  - Third party product knowledge – any third party technical or business software product integrating with IDS products such as DataStage, Integration Manager, reporting tools, Taxware, Vertex, PTMS, etc.
  - Integration and communication expertise – understanding of integration technologies such as xml, web services, messaging, etc.
  - IDS software products – in depth knowledge of any product developed, supported and sold by IDS
  - Programming – ability to develop software solutions in UniBasic, Java or other languages used in IDS or IDS customers' surround systems

Candidate must be able to pass criminal and credit background check

(The experience criteria used above should not be seen as definitive. Applicants with less experience are invited to apply where they consider that they have relevant experience and/or qualifications that will meet the needs and responsibilities of the role)

As an Equal Opportunity Employer, we are committed to a diverse workforce

Please send your email to [staffing@idsgrp.com](mailto:staffing@idsgrp.com)