

# Colombia Jobs Expertini®

## Software Solution Consultant – Refining Industry Colombia

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Company: Chronos Consulting

Location: Colombia

Category: other-general

### The Role:

Reporting to the Manager of Solutions, you will support sales teams during the sales cycle as a facing position, to provide consultative technical support, and craft solutions that meet customer requirements and expectations.

You will be responsible for:

**Understanding customer needs and challenges, being an active participant in the sales process from the technical perspective.**

**Conducting sessions, assessing needs, and developing alternatives in order to develop customer industry and application-specific solutions.**

**Determining and understanding prospective clients' critical business issues to demonstrate software capabilities as the best possible solution to their business.**

Creating strong recommendations, proposals, and scope of work documents for consulting engagements while also identifying critical dependencies & gaps.

Working with customers and advising on the relevant solutions and services to establish a credible value proposition.

Working with sales teams to identify qualified and business opportunities and also execute campaigns and plans together.

### The Requirements:

B.S. in Chemical Engineering.

5+ years of experience using process models for refining units, simulations, and real-time optimization.

Refining APC (Advanced Process Control) experience with DMC plus or DMC3 is an advantage.

Desirable experience in consultancy, presales, or professional services.

A problem solver with excellent analytical skills and the ability to transform customers' requirements into concrete business solutions.

Strong business acumen capable of identifying improvement commercial opportunities and articulating customer value creation.

Effective communication and interpersonal skills, plus an advanced level of English, is mandatory.

Availability to travel around 50% within the region.

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#### **Cross References and Citations:**

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