

## Senior Manager, Quote to Cash

Work closely with customers' business domain experts and IT functional specialists to develop robust, scalable, and flexible solution architectures for various customers' projects; design prototypes; build proof of concepts; build design documentation; design code solutions; work on product/pricing definition; lead build-to-test/Go-Live sessions; assess/analyze various Quote to Case business processes (lead, opportunity, quotes, contracts); design, engineer, integrate, and implement the following CPQ (configure Price Quotes) and Quote to Cash applications: Salesforce CPQ, Apttus (CPQ/CLM, Billing), and Bigmachines CPQ; prepare architecture roadmaps; lead and oversee develop/implement business solution software (CPQ and Quote to Cash solutions) by implementation teams; perform hands-on solution design, solution architectures, architecture roadmaps, prototyping, proof-of-concepts, and development tasks; support current/new projects; ensure solutions are scalable and meet overall business requirements; act as liaison amongst technical team, functional team, business functions, and system integrators to drive CPQ implementations; serve as functional expert for solution domains (CPQ /Quote-to-Cash); conduct solution architecture reviews with project teams prior to design and development activities; ensure that solutions are scalable; confirm alignment with internal product roadmaps, and meet customers' business requirements; guide technical teams to deliver flexible and scalable solutions; provide mentorship; train and supervise software developers and business analysts; participate in pre-sales activities (project scoping and estimation); participate in internal initiatives; and supervise others.

### Job Requirements:

Bachelor's degree or foreign equivalent in Computer Engineering, Electrical Engineering, or Industrial Engineering, plus 2 years experience. Experience to include building design documentation; designing code solutions; working on product/pricing definition; leading build-to-test/Go-Live sessions; and implementing Salesforce CPQ, Apttus (CPQ/CLM, Billing), and Bigmachines CPQ.