

Job Posting



Position: Senior Technical Solutions Manager

Job Type: Full-time

Position Description:

RAMTECH Software Solutions is a global GIS consulting, data management, and software solutions company specializing in the utility, energy, and telecommunications industries. We are seeking a Senior Technical Solutions Manager to work either in our Minneapolis/St. Paul, Minnesota office or remotely within the United States. This position is responsible for ensuring the sale and growth of RAMTECH's technical solutions specific to systems implementation, systems integration, and professional advisory services with an emphasis on utilities. As a senior sales role, this position will require direct customer interaction, responsibility for development of solutions and coordination of work internally through RAMTECH's sales account management team and technical staff, both domestically and offshore.

Work responsibilities include leading the functional interaction with customers, partners, and peers with the direct responsibility to devise solutions that appropriately address customers' needs and expectations, development of technical scope and bid documents, and to ensure that RAMTECH is prepared to deliver them. Solutions encompass current and future utility systems including, but not limited to, GIS, ADMS, Mobile, Asset Management, Data Analytics and other systems, periodic support and attendance at conferences, and interaction with business partners. The work requires the ability to access and interact with senior executives and directors at customer companies and work across any aspect of a prospective customer's business units and staff levels. Responsibilities and compensation will be determined based upon the successful candidate's experience, qualifications, and work location.

Position Requirements:

- Proven successful record of accomplishment of five or more years of experience leading development of large and complex technical software and integration and data solutions to Tier 1 utilities.
- Proven track record of meeting customer expectations, supporting sales goals, managing, developing, and implementing technical solutions and secondarily, data solutions.
- Focus on sales support efforts by leading, planning, developing, and delivering complex solutions based on the customer's needs, which can include general technical designs, development efforts, communications, presentations, and demonstrations, and will include leadership in coordinating work with other internal sales support and delivery staff both in North America and offshore.
- Negotiation and closing skills, self-motivated, goal-focused, ability to develop strong customer relations and strong presentation skills.
- Leadership skills and direct contribution toward development of sales documents including bids, presentations, and reports.
- Provide routine and customary internal support to sales planning and execution reporting based on sales goals and as required by the company.
- Attend industry trade shows and other identified meetings as required, lead the design of and contribute to development of technical solutions for sales-related events, technical papers and presentations as required, and attend periodic company meetings.
- Contribute to sales team efforts and provide direct and constructive input to technical solutions, products, and services and to the sales organization through the execution of work.
- Work independently either through direct interaction and/or by leading a diverse interdisciplinary team, including domestic staff, offshore staff, and business partners.
- Excellent organizational, communication, listening, and customer-facing skills.
- Strong understanding of gas and electric utility operational business structures, business challenges, change management, budget processes, and operational and business systems and experience selling representative solutions within gas and electric utilities.

- Strong understanding of industry standard IT processes, procedures and security requirements related to selling representative solutions.
- Strong understanding of the Esri platform with an emphasis on the Utility Network.
- Fundamental understanding of the gas and electric marketplace, trends, and competition.

Experience and Education Required:

- **Experience:** Minimum of five years of proven successful sales support experience to the gas and electric utility industry.
- **Education:** Minimum of bachelor's degree in computer science, engineering, or a related field, preference to master's degree.

Additional Job Details:

- **Travel:** Moderate to extensive travel within the U.S., Canada, and possibly abroad
- **Work Authorization:** U.S. Citizen
- **Compensation:** Commensurate with credentials

Join a global network of 3000+ high-caliber people including an actively expanding North American operation, who collaborate and share an enthusiasm for successful project delivery. RAMTeCH encourages individual achievement and recognizes the strength of a diverse workforce. This position comes with a competitive compensation package, a comprehensive benefits package, including life insurance, health and dental insurance, tuition and training reimbursement, 401(k) retirement plan, paid holidays, vacation and sick time.

Our growing team awaits the addition of your technical knowledge and strong skills. For confidential consideration, qualified candidates should submit a cover letter, resume, and salary requirements to the following contact. RAMTeCH is an Equal Opportunity/Affirmative Action Employer.

Contact Information: careers@ramtech-corp.com
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