

JOB DESCRIPTION

JOB TITLE:	Integration Lead
REPORTS TO:	Business Advisory Director
LOCATION:	Auckland or Wellington

About the role

At Solnet, we help our clients embrace change and drive technology innovation across their business. In the Integration Lead role, you will build/lead a team of integration specialists who will support Solnet clients in building their internal integration capabilities, as well as delivering integration projects, sometimes including specific products from Solnet partners.

You'll be part of Solnet's Business Advisory, which focuses on the following key pillars:

- Data and Cognitive
- Intelligent Automation
- Business Technology Enablement
- Integration

Integration trends and accelerating technology development are disrupting organisations across all industries. The Integration Lead provides subject-matter advice and takes lead roles in game-changing transformation projects for our clients. You will help our clients navigate the disruptive challenges and opportunities that arise from leading-edge technology advances and rapidly changing customer needs and expectations.

The role in a nutshell

The role of the Integration Lead is to:

- generate new leads for integration and other Business Advisory offerings
- grow integration services and product revenue
- influence, advise, and coach our clients, and become a trusted advisor
- create reusable consulting assets, artefacts, and marketing collateral
- provide leadership to grow Solnet's capability and "know-how" in the integration domain
- drive customer satisfaction and advocacy through delivery excellence and value recognition.

Role and Responsibilities

Business Development

- Through sales and marketing activities (including through your existing network) generate new integration prospects, and manage opportunities and conversions, across both current and new clients.
- Manage, or contribute to, RFX processes and documents relevant to the domain, including associated presentations, demonstrations, etc.
- Work with other Solnet teams to position and secure “pull-through” opportunities
- Demonstrate thought leadership by creating unique content, public speaking, and leading / participating in aligned communities and forums.

Delivery Excellence

- Work with internal and external teams to design, deliver, and support, the implementation of the solutions across the integration domain
- Achieve an acceptable level of personal billable revenue by performing paid client engagements, often at the client’s premises
- Ensure value delivery and recognition through client satisfaction and advocacy
- Win and deliver quality business (risk-managed and financially performant)
- Deliver product and services revenue targets in the integration domain
- Advise, influence, and coach, Solnet staff and clients
- Comply with Solnet’s engagement and delivery processes.

Leadership and Expertise

- Lead and coordinate Integration activities across key clients
- Create domain “know-how” reusable assets – frameworks, templates, patterns, etc.
- Provide internal leadership and engagement – deliver internal training, briefing sessions, presentations, mentoring, guidance, etc.
- Continue professional development and acquire necessary certification and expertise, presenting as an expert to Solnet’s clients.

Skills and Experience

- The ability to develop integration strategies, solutions, and value-adding propositions, and to take these to market
- Experience in managing, strengthening, and broadening, key client relationships

- 8-10 years of solid experience (3-5 as a consultant) in:
 - integration and API design projects
 - one or more leading integration platforms - Jitterbit, MuleSoft, Boomi, etc.
 - DevOps methodologies and tools
- Strong knowledge of integration best practices and methodologies, and how they can be applied to address real-world customer problems and opportunities
- Exceptional interpersonal and presentation skills - the ability to convey technology and business value propositions to senior stakeholders
- Team-oriented and collaborative working style, both with clients and those within Solnet
- You have demonstrated the ability to develop talent and build a high-performing team.

Qualifications

- Ideally (but not limited to) an appropriate tertiary qualification
- Prior consulting experience is essential.

Key Performance Indicators

- Business Development
 - Grow new integration services and product revenue
 - Effective participation in sales and marketing activities
- Delivery Excellence
 - Achieve Integration-domain revenue targets
 - Team utilisation, client satisfaction, and project delivery performance (on-time and on-budget)
- Leadership and Expertise
 - “Know-how” contribution and certifications.

Other Attributes

- Excited about winning new business, developing long-term client relationships, and delivering exceptional client outcomes

- Excellent interpersonal skills, including the ability to communicate and present ideas and concepts
- Easy to work with, personable, and champions a positive working culture
- Disciplined approach to developing new business opportunities
- Self-motivated, self-managing; uses initiative to get things done
- Ability to work well in a team, and effectively contribute to the team's success
- Excellent written and verbal communication skills
- Ability to travel and conduct business in other centres (typically Auckland/Wellington).