

Applications Consultant – Boston, MA

As a Veson Nautical Applications Consultant, you will function as the primary technical contact throughout the sales, implementation, and deployment phases of the world's leading enterprise software solution for maritime commercial operations. You will provide pre-sales support, deliver product demos, author proposals, provide technical information, and quickly map customer processes to product capabilities. Your responsibilities will extend throughout the project lifecycle – understanding customer's needs, gathering requirements, establishing and maintaining project scope and facilitating communications and accountability. As the point person for system implementation you will provide customized training and ongoing support to end-users, IT, and management to ensure successful system adoption. You will work closely with the Veson Nautical product team to define and verify customizations, and to plan and manage successful enterprise software implementations.

Requirements

- 5 years experience with enterprise software implementations, integration and training
- B.A. or B.S. – preferably in engineering, IT, economics, finance or business
- Analytical thinking and attention to details
- Demonstrated planning and organizing skills
- Outstanding consulting, presentation, coaching and facilitation skills
- Ability to communicate with customers at all levels of the organization
- Proven ability to proactively address customer concerns and meet or exceed customer needs
- Strong written and oral communication skills
- Solid computer skills and understanding of network and software technology (coding ability a plus)
- Experience with Windows Server 2003 and MS Operating Systems
- Ability to rapidly adapt to changing systems and environments; proactive, positive approach to work
- Desire to work in fast-paced, entrepreneurial setting
- Experience with maritime shipping industry is a plus but not required
- Willingness to travel extensively (50% national and international travel required)
- Legal right to work in U.S.

About Veson Nautical www.veson.com

Veson Nautical delivers software solutions and services that enable the commercial maritime community to make more informed decisions, simplify everyday operations, and maximize profits. With offices in Boston, Athens, Rotterdam and Singapore, Veson Nautical is a dynamic organization with a committed team of executives, product managers, software developers, and customer service experts. Dedicated to ensuring the highest levels of customer satisfaction, Veson Nautical brings decades of experience, technical knowledge, enthusiasm and commitment to clients around the world. The combination of exceptional market growth and leading market position make this a superb opportunity for the right candidate.

Veson Nautical offers

- Competitive compensation
- Three weeks of vacation to start plus 11 holidays
- Generous Health, Dental, Life & Disability Insurance
- Flexible Spending Plan + \$500 employer contribution
- 401K + 4% employer match
- Health Club membership subsidy
- Free Monthly T pass
- Free Friday lunches
- Friendly, informal work environment
- Offices in Boston's Back Bay

To Apply

Email a cover letter and resume to hr@veson.com.