

## Asset Investment Planning Consultants / SMEs

### About the job

Our Vancouver-based client is looking for individuals with extensive industry experience to help develop and deliver their asset investment planning solutions. This is a job that defines variety – part consulting, part solution development, and part sales support.

In your consulting role you will use your expertise to help clients solve their capital budgeting problems and to build and execute effective asset investment planning programs. This could be working in a consulting-focused engagement or in a Subject Matter Expert role on an implementation of ESP, our industry-leading ESP software product. You may also perform a project management role depending on the nature of the engagement.

In your sales support role you will contribute to RFP responses, develop proposals, and prepare / delivery product demonstrations. You will also help develop white papers and other material for our client's marketing initiatives.

In your solution development role you will influence how our client expands its offerings into existing and new markets. You will work with clients, prospects, and industry groups to identify how solutions should be packaged for specific industries. You will then work with internal groups to define consulting approaches, identify new functional requirements for ESP, and help define marketing needs.

### About our client

Our client is a dynamic and growing company that's grown 300% in the past year alone. Their products help asset-intensive organizations around the world manage the challenges of aging infrastructure by completely restructuring their approach to capital planning, life-cycle asset planning, and budgeting. They call their unique methodology *asset investment planning*.

They have proven our solutions within industry and have secured strong backing. In 2007, they were recognized as a "Cool Vendor" by Gartner Inc. To maintain their lead, our client needs talented, motivated people to join their team. If you enjoy a rewarding and exciting workplace where your opinions matter, and an opportunity to share in the company's success, our client may be the right place for you.

### About you

You have ten or more years of experience working in / consulting to asset-intensive industries. You know how organizations build and execute their budgets and long range plans. You are proficient with the analysis tools and techniques used to make investment decisions in your industry. Importantly, you recognize that many companies do not have the tools and processes in place to be successful at asset investment planning and have a passion for building solutions that will address this gap.

You are an engineer, accountant, or MBA and have the knowledge to speak proficiently to both technical and financial audiences. You're organized, communicate well (written and orally), and work well in a team environment. You are also able to manage relationships at a senior level. Knowledge of ERP and/or EAM solutions would be useful.

You're also mobile, eligible and willing to work within Canada and the U.S.A., and be on the road approximately 50% of the time. Not in Vancouver? Your home base isn't that important, provided that you are comfortable working in a virtual office when not on the client site.

### Interested?

Connect with us **today** and convince us why you would make a great choice. Forward your resume and cover letter to: [staffing@consciousasset.com](mailto:staffing@consciousasset.com). While we appreciate all applications, we will only be responding to those who make the short-list for this position.