



Senior Consultant

About Us

Automation Consultants is a leading Agile and DevOps consultancy, dedicated to improving business performance through digital transformation and software automation. We are specialists in Atlassian and AWS, delivering industry recognised automation solutions, software development and technical support. Our customers range from start-ups to global organisations.

The Role

Our Senior Consultants are experts in optimising the creation, testing, deployment and operation of software and delivering technical and consulting excellence. However, the Senior Consultant role is more than a senior specialist. Each Senior Consultant heads a team of highly skilled consultants and is responsible for the management and ongoing development of their teams.

Responsibilities and Duties:

Consulting Delivery

- Owns and leads the delivery of client projects to deliver billable consulting services around our partner products.
- Participates in the full project life cycle, taking ideas from concept through full deployment.
- Liaises with customers to kick-off projects, follows their completion and validates delivery.
- Applies project management methodology effectively in a wide variety of situations and adapts methodology to new situations.
- Uses technical competence and implementation experience to develop functional and technical solution skills.

(These responsibilities account for on average 60% of a Senior Consultants working week.)

Pre-sales

- Reviews, oversees and assists in the creation of detailed sales proposals.
- Qualifies sales opportunities in the terms of customer technical requirements, competition, decision making process and funding.
- Conducts complex technical demos and participates in pre-sales customer calls.

(These responsibilities account for on average 20% of a Senior Consultants working week.)

Leadership

- Leads and mentors a team of consultants, managing their performance on a day-to-day basis and promote their ongoing development.
- Ensures all line reports have a solid understanding of business objectives associated with projects and/or programmes to which they are assigned.
- Accountable for ensuring the welfare of the team in line with AC policies and practices.

(These responsibilities account for on average 20% of a Senior Consultants working week.)



Qualifications and Skills:

Essential

3+ years' experience in IT consultancy

Experience using a range of programming languages and operating systems, including Java, Python, SQL, Windows and Linux, or similar

A knowledge of DevOps and Cloud technologies, preferably including AWS

Experience with Atlassian products and services, including Jira and Confluence (accreditations preferred)

Nice to have

5+ years in technology.

Experience leading or mentoring a team.

A relevant and strong degree within a STEM subject and to a 2:1 minimum.

Experience working with a sales team

Experience working on Pre-Sales Proposals.

We know that here at Automation Consultants, our team members are the best in the industry. So, we do everything we can to take care of them. We offer ongoing training and professional development, tailored to the individual's ambitions, as well as creating a team that learn from one another. We offer challenging projects within a supportive team and believe that your skills should always be growing.

Salary and Benefits: £55,000 - £80,000 Per Annum

- 33 days holiday (*including bank holidays*)
- Pension Scheme
- Flexible working hours and environment
- Private Healthcare
- Dental insurance
- Dedicated ongoing training plan and budget
- Top Spec Machine and access to virtual test lab
- Onsite gym, showers, yoga lessons and more.
- A subscription to Perkbox (dozens of offers, discounts, free gadget insurance, 2 for 1 cinema tickets, etc.)
- Regular company-wide events, team social events, including Hackathons and competitions