

Technical Architect - Configuration Management

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Company: Core

Location: Gurgaon/Gurugram/Noida/Delhi NCR

Category: computer-and-mathematical

Key Responsibilities:- Understand the business processes related to sales enablement and revenue management.- Design, configure, and customize robust architectures to support sales enablement initiatives.- Identify problem areas within existing processes and deliver effective solutions to address them.- Review and approve design solutions to ensure alignment with business objectives and requirements.- Manage the full product lifecycle, from conception to implementation and ongoing optimization.- Configure CRM systems to support sales enablement processes and maximize efficiency.- Collaborate with stakeholders to understand their needs and identify gaps in current systems and processes.- Recommend and implement solutions to enhance sales effectiveness and drive revenue growth.- Utilize experience with Conga solutions (e.g., Conga Composer, Conga Contracts, Conga CPQ) to streamline sales processes.- Experience with Model N solutions will be an added advantage.**Skills :-** Proven experience in sales enablement, revenue management, and CRM configuration/customization.- Strong understanding of business processes related to sales and revenue management.- Proficiency in designing and implementing robust architectures to support sales enablement initiatives.- Experience with configuring and customizing CRM systems (e.g., Salesforce, Microsoft Dynamics, etc.).- Familiarity with Conga solutions and experience in leveraging them to enhance sales processes.- Experience with Model N solutions is a plus.- Excellent communication and stakeholder management skills. (ref:hirist.tech)

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