



Technical Consultant – Middle East

Company: Newforma, Inc.

Job Code: METC11

Location: International – Middle East

Active: Nov 2011

Newforma, a leading provider of software for design and construction firms worldwide, is growing! Creating software that makes a difference in the AEC industry is what drives our company. We are looking for a high energy, experienced **Technical Consultant** to join our Middle East operations Team with proven experience preparing training documentation for clients.

Duties and Responsibilities:

Work with customers, partners and prospects to provide technical consultancy to cover the implementation and adoption of Newforma project information management solutions.

Specifically -

- Providing pre-sales technical consultancy with regard to demonstrations, presentations and technical evaluation of customer requirements.
- Defining implementation plans for new customers with regards to deployment, configuration and training requirements.
- Providing post-sales technical consultancy and training to enable and encourage implementation and adoption of Newforma solutions within the customer base.
- Providing technical support to colleagues and Newforma partners to assist with the introduction, adoption and support of Newforma solutions.
- Ensuring that the relevant post-sales training and support resources are identified and in place for Newforma solutions. This will include liaising with Newforma services and support departments and the delivery of such resource as appropriate.
- Working with colleagues, partners and customers to help develop best practice strategies and processes for the effective use of Newforma solutions within live project scenarios.
- Maintaining a high level of knowledge and skill in the implementation and use of Newforma software solutions.
- Any other activities that may be deemed necessary from time to time to ensure the future effectiveness and profitability of Newforma solutions within the Middle East.

The following experience and skills are required:

- Good knowledge and experience of AEC industry processes that impact on the implementation of project information management solutions.
- Middle East AEC industry experience.
- Good knowledge of CAD and BIM processes within an AEC project context.
- Basic knowledge of sales and business processes.

- Ability to work confidently in a customer facing environment – both pre and post sales.
- Ability to manage own time and work independently.
- Ability to learn and understand new software applications quickly.
- Ability to impart technical and process knowledge to colleagues and customer prospects at both a basic and a high level.
- Good communication skills – both verbally and written.

Special Requirements:

- The position is UAE based although there is likely to be a significant amount of customer facing work at customer sites around the Middle East and Africa. The position also involves regular (at least twice a year) visits to the Manchester New Hampshire, USA Headquarters office for meetings, sales training, etc.
- Valid UAE driving license and suitable vehicle for independent UAE travel.

Apply Today:

Interested candidates should submit cover letter with salary requirements and resumes to our HR department at careers@newforma.com please reference Job Code: **METC11**

Newforma, Inc. located in Manchester, NH serves architecture, engineering, construction and owner/operator (AECO) organizations worldwide with software to streamline work processes reduce exposure from errors and omissions, improve coordination and communication, increase visibility into cost and quantities, and enable greater repeatability of project success. Its flagship product, Newforma Project Center™, creates a more productive environment for project managers and the project team by organizing information, facilitating information exchange, and enabling efficient process.

*****NO THIRD PARTY AGENCY SUBMITTALS ACCEPTED*****