



Areté, Inc.

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Job Title

Business Development & Supply Chain Optimization Analyst

Job Description

The Business Development & Supply Chain Optimization Analyst's primary duties are to manage and expand business relationships by supporting application functionality for current customers [25%], by providing on-site customer implementation and training [30%], by analyzing Supply Chain process issues then developing, proposing and executing process consulting project opportunities [30%], by uncovering and pursuing new business opportunities [10%], and by providing customer project management [5%].

The BDSCO Analyst role will also help to ensure that Areté provides solutions that drive excellent current and future business processes for our customers. A BDSCO Analyst will support both customer implementation and customer development by managing customer relationships, analyzing and developing market opportunities, and providing consulting services to new and existing clients. Additionally, Analysts may provide implementation project management for new and existing customers and will work with client data to troubleshoot and provide analysis. This position provides direct contact with our global customer base as well as significant interaction with internal teams. Many current customers are based in non-English-speaking countries, and have requested that primary consultants be fluent in their local language (e.g., Spanish, Portuguese or Mandarin).

Skills/Requirements

- Excellent communication skills (written and verbal)
- Ability to troubleshoot complex Supply Chain problems
- Desire to work in business and technical areas in a customer-facing role
- Strong interpersonal and organizational skills with the desire to succeed in a team environment
- Understanding of Supply Chain, Manufacturing, and Planning processes
- Project planning and management experience
- Willingness to travel up to 30% of the time

Helpful Relevant Experience

- Fluency in a foreign language considered a strong plus, especially Spanish, Portuguese or Mandarin.
- Software implementation experience
- Beverage industry knowledge and experience
- Experience using relational databases (Oracle, SQL, etc.)
- CRM concepts
- Technical writing

Company

Areté Inc. is a growing software and consulting firm committed to delivering elegant, effective supply chain planning solutions to a worldwide client base. For over twenty-five years, Areté has been a client-centered, solution-focused firm devoted to innovation and excellence. Areté has a sterling reputation for delivering state-of-the-art software, effective consulting services and excellent solution support.

We are based near Princeton, New Jersey, located close to both New York City and Philadelphia. We provide a dynamic and friendly work environment and offer a competitive salary, health and dental plans, a 401(k) plan and more. Areté, Inc. is an equal opportunity employer.

To apply, please email a cover letter and resume to hr@aretinc.com. For more information about Areté, please visit our Web site at www.aretinc.com