



WE NEED YOU

WE'RE LOOKING FOR

HP Solution Analyst

LOCATION:

Reading / London, with Home Working

WORKING HOURS:

Monday – Friday, 37.5 Hours Per Week

SALARY/DAY RATE:

£30,000 - £31,000 Pro Rata

OTHER BENEFITS:

Life Assurance, PerkBox Discounts, Aviva Pension, HP Discounts, Company Sick Pay.

CONTACT TYPE:

6 Month Fixed Term Contract

REPORTING IN TO:

Account Director

WE'RE LOOKING FOR A PROCESS DRIVEN SPECIALIST

In this role, you will support the Sales and Pursuit team to accelerate growth in a range of client services across our portfolio. You'll be the go-to person to support with solving a variety of challenges, whilst enhancing existing client accounts through recommending appropriate solutions tailored to their needs.

This is the perfect opportunity for someone that is passionate about technology and eager to progress in their career. Your experience will enable you to drive innovation and creativity through your ideas whilst solving diverse, complex situations.

In this role, you'll have the chance to assist with site visits nationally with HP's clients, and you'll be joining a dynamic and engaging team where you can thrive and continuously develop your skills and experience.

You'll supporting experts in their roles, we aren't looking for the finished article. We want your passion, enthusiasm and eagerness to learn to shine through!

TO MAKE A REAL DIFFERENCE IN THESE AREAS

COMMUNICATION & CLIENT UNDERSTANDING

- Liaises with internal teams (Opportunity Consultant (OC) & Technical Consultant (TC)) to prepare pricing
- After the contract signature, handover all details to the delivery team
- Support internal teams with optimising solutions for their clients
- Provide solutions advice, driving proposals, presentations, and other customer communications

ANALYSE & CREATE

- Analyse customer's and internal HP data to provide tailored solutions
- Correctly identify customer needs to align the best course of action
- Evaluate alternative solutions to add value to new and existing clients
- Effectively communicate the value of the solution, return on investment, benefits, and the impact on customer business goals
- Analyse customer data and provide solutions to meet client's requirements

RISK & COMPLIANCE

- Make necessary governance checks to ensure deal viability
- Defines all risk through the governance process and effectively mitigate problems
- Help to prepare contracts and liaise with legal, finance, operations and other teams as required
- Ensure all solutions are compliant with HP's strategy direction
- Submit all projects and solutions for approvals to ensure integrity

OPERATIONAL EXCELLENCE

- Utilise internal tools to ensure price and viability of the proposed solution
- Understand and follow all process touchpoints, ensuring deals are compliant and capable of handover to the next phase of the solution

HP
SOLUTION
ANALYST

- Analyse and overview the entire solution process ensuring a smooth operational execution for HP's clients
- Continuously look for new ways of working to drive innovation and creativity

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Is enthusiastic and eager to progress their career
- Has a passion for tech and is keen to learn
- Is operationally minded and can lead project effectively
- Is hands on and can take initiative with new ideas
- Is a keen problem solver
- Is organised and can support on a range of activities
- You can work effectively in a team or individually
- Strong communication and stakeholder management skills

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

