

## **Solutions Consultant/Technical Account Manager – HVR Software, Inc.**

### **Our Company**

HVR Software is the leading developer of a software platform that provides superior data integration solutions for data replication, continuity, migration, and warehousing. HVR is designed to move large volumes of data FAST, accurately and efficiently in complex environments.

### **Our Team**

The Global Customer Success teams at HVR takes each customer on journey from the point of purchase to production implementation. These teams including training services, **professional services**, and technical support services. Consider these teams as a guided expert service for data replication and integration projects.

### **Your Opportunity**

You will be joining the **Professional Services** team which is an integral part of the Customer Success team dedicated to ensuring customers are able to successful deploy the HVR platform. You will be responsible for providing implementation services and consulting services for both new customers, OEM partners, and existing customers.

HVR's data replication platform has been implemented across many of the world's largest enterprises. Enterprise level accounts are using HVR to migrate to the cloud, integrate data across a broad range of database platforms; while mitigating risk, lowering IT costs, and increasing revenue by enabling real-time business processes.

### **Our Ideal Candidate**

You are already a proven solution consultant working in the data integration and data replication industry that is now ready to take your career to the next level. With new technologies being introduced every year, you must a self-starter and someone that has a passion to learn new and emerging technologies in databases or data stores, both on-premise and in the cloud. In addition to the above, you will also need to:

- Work both independently and as a team member
- Be able to develop professional-level responses in a timely manner
- Travel extensively
- Plan, design, prepare, test, and deploy solutions
- Demonstrate a strong desire to share your knowledge with others

### **Responsibilities**

- Author Statements of Work (SOW), Change Orders, Memorandums of Understanding that accurately reflect the scope of the engagement.
- Provide accurate estimates of time to deliver solutions based on customer input
- Develop checklists to assist with building repeatable and scalable processes
- Prepare documents for Discovery, Design, Build, Test and Deployment for any professional service engagement
- Provide HVR implementation services on either pre-production or production servers, including:
  - Installing HVR software across all major operating systems

- Preparing environments for replication which may involving SQL scripting or command-line to enable full transaction logging, archiving/backup, and table analysis and preparation
- Define and test database connections to all end-points
- Define HVR channel definitions using a mix of HVR graphical interface or command-line
- Deploy channels
- Execute initial data loads
- Validate data using database compare technologies
- Develop routines to help customers promote channels from pre-production into production
- Review and validate all steps with end customer's team
- Document all work planned, completed/uncompleted, and issues list for every engagement
- Ability to perform performance analysis and tuning for data replication solutions
- Interface with various customers at the technical level and propose viable solutions in real time during customer meetings
- Work with client and account manager to identify future opportunities
- Participate in weekly team meetings when available
- Ability to work on multiple tasks at the same time

### **Required Skills**

- Minimum 5+ years software solution development/deployment experience
- Provide the necessary skills to identify and solve technical problems, define and design database system architectures and analyze data sources
- Experience in a broad range of database platforms and operation systems, including; relational databases (Oracle, DB2, SQL Server), analytical data warehouses (Teradata, Redshift), and other data stores
- Proficient skills in SQL
- Experience with some of the major enterprise applications would be preferred: SAP, Salesforce, Oracle Application Suite, JD Edwards, Peoplesoft, Siebel
- Willingness to travel 50%, both domestic and internationally
- Top notch communication and writing skills
- Active Learning – eager to learn new concepts and play with the software
- Good knowledge of Operating Systems – Windows, Linux, UNIX
- Knowledge of Mainframe systems and databases is a plus – DB2 z/OS or iSeries
- Experience with ETL technologies is a plus – Informatica, Snaplogic, Talend, Wherescape

### **Education**

- Bachelor's degree is preferred or equivalent work experience

This is a full-time position based in EMEA, with a preference to be located near Amsterdam, Netherlands, but can be located in other countries.