

Senior Value Consultant

Description

WHO YOU ARE Braze is looking for an exceptionally talented, inquisitive, innovative, and passionate individual to join our Business Value Consulting team as a Senior Value Consultant in AMER. Business Value Consulting is a function within our Strategic Consulting team and is tasked with helping communicate the business value of Braze with new and existing customers. This role will be instrumental in shaping our business value practice, partnering with internal departments like Marketing, Growth, and Alliances as well as engaging with new and existing customers. This is an exciting opportunity to join a growing team and gain experience interacting with executive stakeholders both internally and externally. 4-6+ years of professional experience in a business value, strategy, or consultative capacity You have experience working with senior executives and external client teams You have built compelling business case presentations and ROI (Return on Investment) models in a Pre-Sales capacity Able to analyze and interpret data and transform it into a compelling, customer facing story You are known for being a team player and thrive working collaboratively and cross-functionally, particularly with Sales, Marketing, Business Insights, and Product/Engineering Innovative, high energy, entrepreneurial self-starter who has experience taking initiative and owning end to end deliverables in a fast paced environment Nice to haves: MBA is a plus Experience with or understanding of marketing concepts such as customer lifecycle, customer engagement, and marketing growth frameworks WHAT YOU'LL DO The Business Value Consultant role is intended to be a consultative role working with the most strategic customers as well as scaling knowledge and tools across the entire organization. You will be working with internal and external stakeholders to articulate the business value of Braze and help improve the customer engagement strategy for our customers. Working internally, you will align yourself with teams such as Sales, Success, Growth, and Marketing. The partnership you have with these teams will range from understanding the growing needs of our Sales and Success Teams to working with Marketing to launch thought leadership and demand generation content. Using these partnerships and conversations, you will be able to create new and exciting initiatives and projects that will support Braze's overall mission and growth. It is important for this role that you are able to balance partnering on cross-departmental projects, while still being able to lead individual projects that bring other people / teams in as necessary. Collaborate with internal and external stakeholders on ongoing and new business value initiatives Build compelling business case presentations and ROI (Return on Investment) and Total Cost of Ownership (TCO) analyses Translate research and data analysis into actionable insights, growth frameworks/narratives and tools for teams like Sales, Success, Partnerships, etc. to use Partner to create provocative and visionary thought leadership (i.e. white papers, executive presentations, etc.) content to accelerate and expand sales opportunities and drive demand generation Gain a deep understanding and become a subject matter expert of industry trends and customer behavior through data analysis, industry research, and customer conversations Partner closely with Sales, Marketing, Customer Success, and our Business Intelligence teams to identify and quantify industry trends and opportunities for the company go-to-market strategy This role may require some travel to client locations and conferences For candidates based in the United States, the pay range for this position at the start of employment is expected to be between \$119,000 and \$130,200/year with an expected On Target Earnings (OTE) between \$170,000 and \$186,000/year (including bonus or commission). Your exact offer may vary depending on multiple individualized factors, including market location, job-related knowledge, skills, and experience. In addition to cash compensation, Braze offers full- and part- time employees a comprehensive Total

Hiring organization

Braze

Job Location

New York City, New York, United States

Base Salary

\$ 62500 - \$ 107500

Date posted

June 6, 2024

[Apply Now](#)

Rewards package that includes equity grants of restricted stock (RSUs) so that all Braze employees own a piece of our company. Please mention the word ****ADVOCATED**** and tag `RMjE2LjI0NS4yMjEuOTE=` when applying to show you read the job post completely (`#RMjE2LjI0NS4yMjEuOTE=`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com