SKILLS FRAMEWORK FOR INFOMCOM TECHNOLOGY
SKILLS MAP - SENIOR IT CONSULTANT

The Senior IT Consultant applies a wealth of business knowledge or technical expertise to develop IT solutions and monitor the workflow of segments of larger projects. He/She identifies and pursues business opportunities with potential and existing clients. He supports practice development initiatives, assists the business development team with writing and presenting proposals and manages relationships with clients. He supervises and reviews work of less experienced personnel and provides training.

He possesses a natural intellectual curiosity and an interest in analyzing problems and developing optimal solutions amidst ambiguity. He easily builds rapport with others and is able to put forth his ideas and recommendations in a persuasive manner in order to influence stakeholders and decision making.

Key Tasks
- Identify business opportunities with potential and existing clients
- Conduct pre-sales activities to influence the clients about organisation’s solution areas
- Lead business development team to develop solutions and present proposals for moderately large or complex projects
- Recommend new solutions which would be commercially beneficial to the organisation
- Keep abreast of emerging industry trends, technologies, competitor activity, and other key topics to support business development

Design IT solutions
- Analyse existing client technologies and the requirements within own area of expertise
- Design the solution blueprint for the specific area of expertise with the consideration of implications for integration across the entire solution
- Present detailed technical specifications and functional features of the technical solution within the area of expertise
- Oversee the development of different components within the proposed solution

Critical Work Functions
- Critical Work Functions and Key Tasks / Performance Expectations
- Design IT solutions
- Provide expert advice
- Implement solutions
- Manage programmes
- Manage teams

Technical Skills & Competencies
- Business Development
- Business Needs Analysis
- Business Risk Management
- Change Management
- Contact Management
- IT Strategy
- Partnership Management
- Problem Management
- Programme Management
- Solution Architecture
- Stakeholder Management
- System Integration
- Technical Sales Support

Generic Skills & Competencies (Top 5)
- Communication
- Interpersonal Skills
- Lifelong Learning
- Decision Making
- Problem Solving

For a list of Training Programmes available for the Infocom Technology sector, please visit: www.skillsfuture.sg/skills-framework/ict