

Dynamics GP (Great Plains) Consultant's role at Benteq Ltd

(Updated September 2007)

Benteq

Benteq is a great company to work for if you are professional, hard working, and honest. We have a good team of enthusiastic and cheery professionals, most of which have worked for the company for many years.

Benteq was incorporated in January 2000 and became a Microsoft Business Solutions reseller late in 2002, although it was not until January 2003 that we began operating in earnest. Benteq was set up by Sue & Mike Risley who each have around 20 years experience in our market. Having worked for a number of resellers of Dynamics GP and other finance system products, Sue & Mike felt that there must be a way of running a company that had delighted clients and happy staff that is profitable; and they have proved that there is. To keep it this way requires continual attention and commitment from the entire team but everyone at Benteq shares in the company's goal to remain 'the number one service provider of Dynamics GP in the UK'.

It is probably fair to say that we are now the largest independent Dynamics GP reseller in the UK and in September 2007 were recognised by Microsoft for adding the most new customers in the last financial year.

Since January 2003 we have gone from having no clients whatsoever to having over 100 today.

However, we are a small company in terms of employees having around 20 plus a handful of 'permanent' contractors. It is because everyone can tackle a number of roles that we have been able to grow so quickly. Anyone joining us must be happy to 'muck in' where required and when required.

Introduction to this document

This document is intended to demonstrate a little of our ethos and should be regarded as a good guideline to the skill set requirements for a consultant. Please do not hesitate to ask any questions that arise from reading it.

It does not matter if a candidate for the role does not know all the modules of Dynamics GP. We can train on the modules the consultant does not know, so long as they have a good understanding of the core modules and fulfil all of our other criteria.

Within an agreed period of employment all consultants are required to sit and pass the basic Microsoft Dynamics GP exams.

Benteq specialise in Dynamics GP Project Accounting and within the team we probably have the most expertise of any reseller in the UK, with this area of the system. Any new Consultant would be required to learn Project Accounting within approximately a one month timescale and most of this learning will be 'self learning'.

The consultant's role entails visiting clients on site most days, with a couple of days a month working from our South East (Head) office and the remaining time working from home. Consultants must have a totally quiet office environment at home as they will be required to take client telephone calls. If they do not, they should bring it to our attention at interview stage. During the first few weeks/month/s of employment the consultant will be asked to work from our South East office in Sussex manning our support desk. Accommodation will be provided for anyone not local to the area when they work at the South East office. Benteq does not mind where a consultant lives although we may wish to agree different expense and travel arrangements depending on where this is.

Consultants must be drivers and whilst they make take the train if this is their preference, Benteq will only pay mileage for travel. Consultants are responsible for making their own travel arrangements, with the exception of flights which we will organise. There are exceptions to mileage being paid such as travel to and around Central London where public transport is acceptable.

What do Benteq expect from their Dynamics GP consultants?

- A very good knowledge of the modules
- A very good knowledge of business requirements in general
- Very good report writing skills in general including the Dynamics GP report writer and FRx
- An understanding of SQL server and related technical environments
- Experience of performing upgrades to Dynamics GP and of ensuring that the application is working in all areas and that all reports and modifications are 100%.

The role of a consultant at Benteq

The level of our consultants is the same, ie we don't have a concept of junior or senior consultants. We only employ what many resellers would term as 'senior' consultants. The consultant must be very professional, well presented, well spoken with a good education and a number of years business experience. They don't necessarily have to be a fully qualified accountant but must have equivalent knowledge. The consultant must understand what a wide range of businesses do in some detail. When a client is explaining what they do as a business, the consultant must be able to quickly interpret how the software will work for them, and how it will enhance their business. Benteq don't just want to implement systems, we want to *delight* the client and make the software sing and dance. The consultant's attitude must be that they want to 'shine' and make the software do the same.

The consultant must be able to communicate at the same level as their client, on *every* level from the Chief Executive to the end users. The consultant must be able to get onto the same level as the end users and make them enthusiastic about the project and give it their full buy in, at the same time as being able to communicate with authority at board level. Obviously this involves being a chameleon which is very much a requirement from the consultant.

Any candidate for the role of consultant at Benteq needs to be a cheery and optimistic person with an easy going personality.

Package

1. Petrol expenses for business mileage based on 12p per mile if we provide a car allowance of 38p per mile if we don't.
2. We pay Benteq related land line phone bills (these are to be kept to a minimum).
3. We pay Benteq related mobile phone bills (these are to be kept to a minimum). We expect employees to use their own mobile phone – the telephone number is given to clients.
4. We would reimburse any other out of pocket expenses incurred in the course of Benteq business, subject to prior agreement.
5. Normal working hours - 9.00am to 5.30pm, on site, at home or at Benteq's various offices, Monday to Friday. One may however be required to work in excess of these hours should the need arise.
6. The philosophy adopted at Benteq is that our employees are paid to do a job, not to work 9-5.
7. Holiday entitlement is 20 days per annum rising 1 day per year to a maximum of 25 days.
8. Notice period will be one month on either side.
9. A BUPA healthcare scheme is provided after three months.
10. Salary details upon application.

Please send a CV and full contact details to recruitment@benteq.co.uk