

Sr. AI Solutions Consultant

Description

Sr. AI Solutions Consultant, CoCounsel

About the Role

As an AI Solutions Consultant, you will play a pivotal role in our sales process, providing essential pre-sales support to our Enterprise Sales teams. Your expertise in generative AI software products will be crucial in identifying the right use cases for our clients, ensuring not only the closure of sales but also setting the stage for successful implementation and rollout. This individual contributor role demands a unique blend of technical knowledge, sales insight, and exceptional interpersonal skills to navigate the complexities of Enterprise-level engagements and drive our solutions' value home to our prospective clients.

As the Sr. AI Solutions Consultant, you will:

- Become an expert in CoCounsel generative AI software, as well as use cases and workflows for this product
- Work closely with law firms to understand their use cases and pain points, and provide strategic and substantive guidance throughout their use of Thomson Reuters' software, including custom projects leveraging CoCounsel
- Build trusted relationships with key stakeholders at all levels of the firms and organizations you work with
- Work with Customer Success to develop detailed workflows and adoption plans (both bespoke and generalizable)
- Identify new use case opportunities for CoCounsel and work with our Product teams to explore their feasibility
- Assist sales team with pre-sales support to identify needs and pain points in the prospective client's current processes and systems that could be solved by generative AI and Thomson Reuters products
- Oversee project management services for the implementation of custom projects and integrations involving Casetext's software, including project planning, resource planning & management, communication plan, risk analysis, securing of support needed from other departments, project budgeting and business consulting
- Prepare and deliver project presentations and project status reports to prospects and clients
- Prepare and track all formal project correspondence to and from the customer and distribute relevant information to management and the project team as applicable

About You

You have a law degree or formal legal education and/or substantial experience working with law firms and attorneys

- Experience in transactional law is preferred
- Significant experience working with or for a large, top tier law firm, preferably in a practice innovation or knowledge management department is required
- Ability to learn new technologies quickly and not intimidated by trying

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

asap

Job Location

GBR-London-5 Canada Square

Working Hours

40

Base Salary

euro GBP 48K - 89K *

Date posted

May 22, 2024

something new

- Client focused, personable and engaging demeanor
- Creative and resourceful problem solving skills
- Ability to work independently, in a dynamic fast-paced environment
- Excellent presenter and communicator who is articulate, passionate and knowledgeable
- Exceptional attention to detail and highly organized
- Empathy – your first instinct when asked for something is to try to find a way to say yes

What's in it For You?

You will join our inclusive culture of world-class talent, where we are committed to your personal and professional growth through:

Hybrid Work Model: We've adopted a flexible hybrid working environment (2-3 days a week in the office depending on the role) for our office-based roles while delivering a seamless experience that is digitally and physically connected

Wellbeing: Comprehensive benefit plans; flexible and supportive benefits for work-life balance: flexible vacation, two company-wide Mental Health Days Off; work from another location for up to a total of 8 weeks in a year, 4 of those weeks can be out of the country and the remaining in the country, Headspace app subscription; retirement, savings, tuition reimbursement, and employee incentive programs; resources for mental, physical, and financial wellbeing.

Culture: Globally recognized and award-winning reputation for equality, diversity and inclusion, flexibility, work-life balance, and more.

Learning & Development: LinkedIn Learning access; internal Talent Marketplace with opportunities to work on projects cross-company; Ten Thousand Coffees Thomson Reuters café networking.

Social Impact: Ten employee-driven Business Resource Groups; two paid volunteer days annually; Environmental, Social and Governance (ESG) initiatives for local and global impact.

Purpose Driven Work: We have a superpower that we've never talked about with as much pride as we should – we are one of the only companies on the planet that helps its customers pursue justice, truth and transparency. Together, with the professionals and institutions we serve, we help uphold the rule of law, turn the wheels of commerce, catch bad actors, report the facts, and provide trusted, unbiased information to people all over the world.

Job Benefits

GBP 48K – 89K *