



Director, Technology Solutions

LETTER FROM INSPIRED RESULTS PRESIDENT OF EXECUTION STRATEGIES, PHIL ODELLA:

Are you passionate about innovation and leading diverse teams to success? Do you thrive in a fast-paced, collaborative environment? Do you want to help conquer a new frontier for an entire industry? If so, read on!

Inspired Results is looking for a Director, Technology Solutions to mature our technology offers, drive client integration and lead our IT team as we charter our path toward the future. This person will be responsible for developing the vision, mapping the strategy and supporting the sales pipeline for technology solutions!

The Director, Technology Solutions is a rare breed. Of course, you are tech-savvy – but you're also a client focused, people person. You will bring a curiosity of technology solutions with a focus on creating client business solutions through technology.

At the heart of this role is someone passionate about leading change through technology enabling the delivery of inspired, client-focused solutions. Our teams drive every step of the process, from concept and design, through development and integration, and across the support life cycle.

What's our ultimate secret to success? We hire A-players who are the right fit for our company, placed in the right fit role, and given the freedom to drive results. Inspired People are our not-so-secret weapon to success and client happiness. We know that we are all stronger when we help each other, recognize each other's contributions – and help to support our teammates, every step of the way.

If you're looking to work at a company that's unlike any other, read on to learn more about the position and to consider being a part of our brand management revolution!

Best,

Phil Odella

President, Execution Strategies

ABOUT INSPIRED RESULTS

What we do (in a nutshell)

Inspired Results is leading the brand management revolution. We've spent 60 years mastering the print and promotions lifecycle – and apply this expertise to advance marketing, boost business, and increase our client's bottom line. Our service-obsessed team is committed to creating comprehensive brand solutions and evolving our industry.

Our guiding principles

One powerful word describes Inspired Results' mission: Partnership.

Partnership is the epicenter of our business. This means we listen to our clients, making every effort to wow them by delivering remarkable service. Inspired Results is fanatical about anticipating and delivering comprehensive solutions that will help our clients thrive.

Inspired People live our values every day – we live and breathe our core tenets. In every action we take, we aim to Inspire by Excellence, Empower by Accountability, and Define by Results.

Our ultimate vision is to lead the brand management revolution. We're blazing new trails for our industry by creating innovative, inspiring solutions for our clients. We dare to be pioneers by continuously evolving and vowing never to accept the status quo – while always protecting our clients from risk. To us, innovation means leading by example and inspiring others to follow in our footsteps.

Broadening our horizons

We couldn't be opening this position at a more exciting time: 2016 introduced Inspired Results as our new brand! You can learn about our engaging and exciting culture on our [website](#).

Inspired Results is the product of three major companies banding together: Safeguard by Advent, DocuSource, and Formit. This means higher-powered performance, expanded resources, better value — and of course, the “wow!” service our clients know and love.

Ready to jump in?

We believe in innovation powered by people: our abilities to anticipate, scale, react, and respond all stack up to bring inspired results to our team, our clients and our supply partners.

Are you ready to be part of this equation? Read more about what it takes to be part of our team!

Are you the ideal candidate for our Director, Technology Solutions?

Inspired Results' Director, Technology Solutions will steer the ship to architect and deliver a technology landscape. What does this mean? You'll tackle strategy, sales support, resources, partnerships, budget, execution, risk management, change management and communication. To get more specific, this person wears 2 hats:

1. Client Solutions

Injects technical innovation while ensuring customer onboarding processes are executed successfully by leading solution design, client proposals and team execution.

- Leads the technical design, development, integration, implementation and support of client solutions:
 - Define the technical architecture to maximize value from digital marketing solutions.
 - Define the integrated web-based client store-front architecture, tools and roadmap.
 - Engage with clients to architect, design, develop and deliver solutions.
 - Identify external solution partners as required to deliver comprehensive solutions.
 - Ensure client realization of expected results through the solution life-cycle.
- Directs, coordinates, and reports on implementations in meetings, with standard project plans and reports.
- Identifies, communicates and mitigates project risks and maximizes opportunities.

2. Technology Strategy & Roadmap

We predominantly work with and support marketing professionals. In an increasingly digital world, we need a technology guru who can create, build, and execute a roadmap to expand our technology solutions to support customer programs across print and digital platforms leveraging client's CRM and marketing automation platforms.

- Analyze customer's technical environment to understand and propose the best solutions and practices.
- Present Inspired Results products and assist customers in adoption.
- Collaborate with internal teams such as Sales, Operations and IT to troubleshoot customers' technical and business solutions as a subject matter expert.
- Develops and manages individual project plans and the portfolio of projects for client solutions, back-office & business intelligence, infrastructure, security & compliance.
- Identifies and develops the required skills and resources, and manages the cross-functional teams of internal resources, external partners and clients to execute initiatives and accomplish objectives.
- Owns the assessment, development and maintenance of company IT policies, procedures, security & compliance protocols and enforcement.
- Leads information and data security vulnerability assessments and mitigation.
- Partners with our IT infrastructure Managed Service Provider on the IT architecture, integrating digital marketing with e-Commerce and transaction systems.
- Actively consults with company leadership as the technical solution expert.



The must-have traits for our dream candidate:

- Strong client service orientation.
- Marketing CRM and automation platform fluency.
- Driven and goal oriented, a team player with strong leadership skills.
- Ready to step up and lead in new areas, collaboratively driving the business direction.
- Focused sense of urgency and commitment to complete tasks in line with expectations.
- Ability to prioritize, willing to make difficult decisions and comfortable taking calculated risks.
- Creative, with the ability to develop innovative solutions.
- Strong communication skills at all levels of the organization with both business and technical teams, internally, with clients and external solution partners.

To be qualified, you'll need this experience in your back pocket:

- 8+ years as a technology professional delivering external client solutions.
- CRM solution deployment and integration.
- Experience in technical architecture, design, integration and deployment of web-based solutions.
- Demonstrated success managing teams implementing client software solutions.
- Experience with Demand Bridge or other print distributor ERP and store-front solutions preferred.

Our ultimate goals for you:

- Direct our IT team in delivering client solutions in an ethical, professional and passionate manner to provide best in class delivery and scalability for new and existing clients.
- Create repeatable and scalable processes for maximum client value and return on investment.

Beyond a fulfilling career and an exciting culture, we offer:

- Competitive salary and bonus program
- Comprehensive benefit programs

Ready to get started? Let's go!

Contact Phil Odella by email: phil@inspirenw.com