What will you do as an IBM Entry Level Consultant?

As an Entry Level Consultant, you will have the opportunity to join Entry Level Consultants program - our world-class leadership and development program designed to provide the full-spectrum of structured training, development, and practical experience necessary to successfully launch and accelerate their career. You will contribute right away to top-tier clients in collaboration with smart people in a dynamic team environment. You will work on projects that help clients integrate strategy, process, technology and information to increase effectiveness, reduce costs and improve profit and shareholder value. You will have an opportunity to build a powerful portfolio of interesting and rewarding experiences. You can take advantage of opportunities to master new skills, work across different disciplines and move into new challenges…all at IBM, a company that is at the forefront of tackling the grand challenges that affect our society, such as climate change, energy production, traffic congestion and health care.

The Entry Level Consultants program is a part of our Global Business Services (GBS) division in IBM Canada. Within GBS, we look to hire consultants into various practices based on their skill sets and education. Listed below are descriptions of our practices.

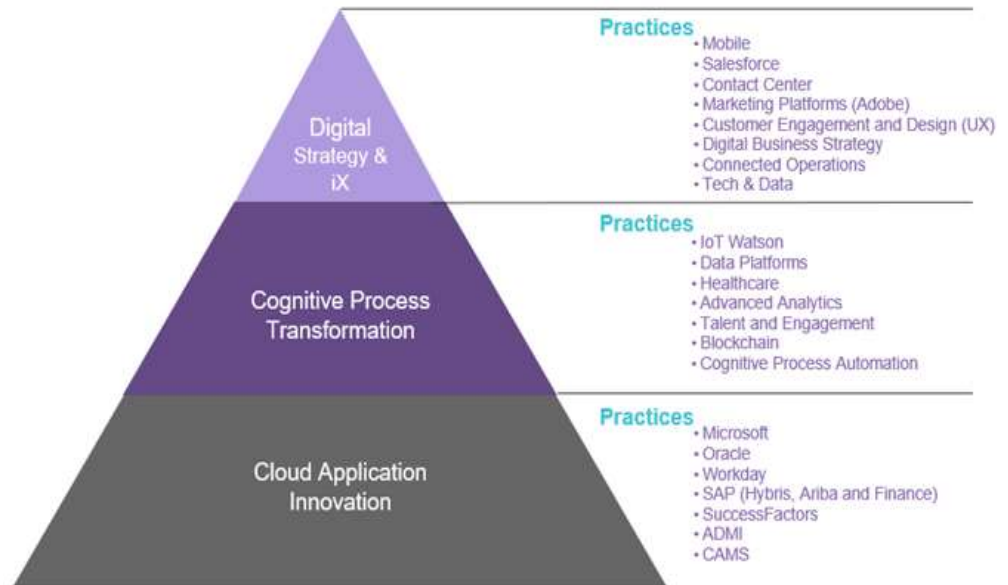Waka Kobayashi

Our Practices

iX (Interactive Experience)

Mobile - Our Canadian Digital Solution development team is a global leader in providing clients with Web, Mobile, Virtual Reality, or API development services based on emerging technologies. We design and develop custom solutions for a variety of device platforms including Responsive Web, iPhone, Android, Oculus Rift/Go, Apple TV, and Gear VR. We are also helping our client build the next generation of digital solutions that are cloud enabled and powered by cognitive using IBM Bluemix Cloud Platform and IBM Watson Solutions and APIs. Our Technical Entry Level Consultants work with technologies such as Angular, React, native SDK (Android / iOS), NodeJS, Java, Swift, JavaScript + others. Whereas our non-technical Entry Level Consultants play the role of a business analyst, project manager, QA analyst to ensure we execute and deliver our clients' vision.

Salesforce - Assist clients in the design, business architect, process development, functional implementation and support of Salesforce CRM Applications. Effectively run business user design and user experience sessions. Provide experience in designing workflow rules to enforce business processes.

Contact Centre - Work among strategy consultants and architects who shape the future of how Canada's biggest companies interact with their customers. Opportunity to conceptualize, design and deliver complex solutions that enhance the customer experience. Work on projects that provide value, not only to our clients, but to all of the customers that interact with them on a daily basis.

Marketing Platforms (Adobe) – In this practice we have Business Analyst, Developers, Architect and Strategists. We analyze the client needs and see how an enterprise marketing platform solution could help the business in achieving their goals of the strategy to the implementation point.

Customer Engagement and Design (UX) – Our Consultants advocate for the user at the same time help clients find new ways of doing business by creating delightful experiences for their customers. We do this by using user centric approach such as design thinking workshops and research to pinpoint user needs, validate the problem, get client feedback and buy in, create concepts and prototypes, test them and iterate. Roles: UX Designer, UX Architect. UX Researcher, UI Designer

Digital Strategy

Digital Business Strategy – Our work inspires clients to reimagine how their organization innovates, operates, and engages with their customers, employees and ecosystem using digital and emerging technology. We help clients to harness the power of big data and analytics to drive efficiency and effectiveness in the core business, monetize existing data assets and build new business models.

Connected Operations - We identify to our clients a model that defines the best deployment of the functional elements of a company to take advantage of the shift to digital, mobile, and social interactions. this offering helps clients to systematically identify and prioritize how digital capabilities can help reduce spending and generate new sources of value through optimization of commercial, operational, and corporate functions.

Tech and Data - This solution helps companies shift to agile as a way of working that drives faster time to market, innovate by exploiting new technologies, get more insight out of their data and transition to the skills that will best enable internal stakeholders. We provide a blueprint on how to best modernize the IT office, form agile teams, distribute work, and measure what matters.

Cognitive Process Transformation

Cognitive Business Decision Support

IoT Watson **-** Working with clients of all sizes across all industries looking to gain actionable insights from their dark data and to drive further automation to the edge of their operations using IoT. Our consultant help organizations formulate strategies around IoT (Internet of Things), this includes (but not limited to) using machine learning and AI with IoT for predictive analytics and automation, data visualization, business intelligence and insights and computer vision AI for large scale quality control and process optimization.

Watson AI **–** The Watson & AI practice applies cutting edge AI technologies to transform our client's customer experience, operations and data insights and impact the way we all travel, bank, learn, interact and receive healthcare. We're an innovative and dynamic team that's passionate about AI, innovation and delivering ground-breaking solutions for our clients.
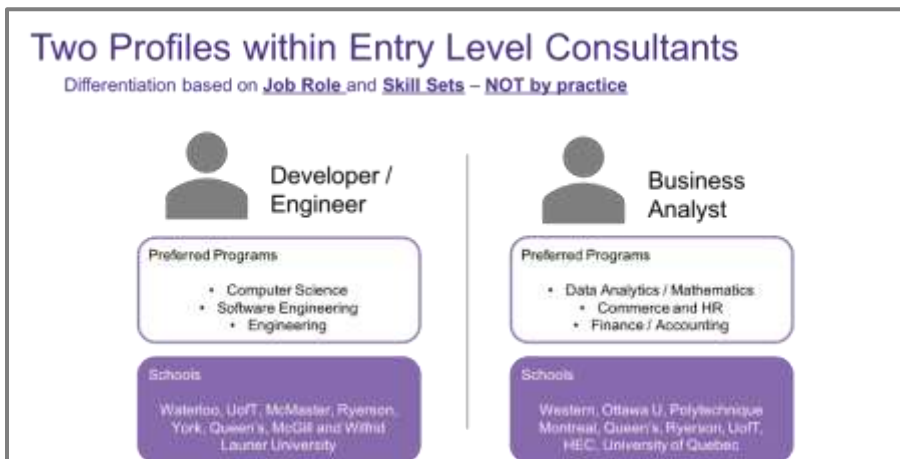
Data Platforms **–** You will inevitably harness your skills with open source languages & technologies, gain deep industry domain experience through a variety of engagements across all industries. Generally speaking, you will learn from the best of the best of this multidisciplinary and dynamic team and work on a plethora of unique projects that you will be proud of!

Advanced Analytics **–** Our consultants use data science models and techniques to address client business problems. To find data-driven insights for the client, we learn about the business process, gather data, and explore the data to understand the problem and the next steps required.

Cognitive Process Re-Engineering

Talent and Engagement - Helps clients determine business issues and recommends organization change strategy solutions to drive business value. Develop strategy and process improvement for Human Resource, Workforce and Talent functions to improve the value and reduce the costs of HR processes and systems. This may involve the design, build and implementation of HR shared service centers, HR organization / delivery model design, or other HR process work.

Blockchain **–** Consultants design, develop and/or re-engineer highly complex application components, and integrate software packages, programs and reusable objects residing on multiple platforms. This is done using your systems knowledge and expertise to design and model applications, develop application solutions, and integrate them with client applications.

Two Profiles within Entry Level Consultants
Differentiation based on **Job Role** and **Skill Sets** – **NOT by practice**

Cognitive Process Services

Cognitive Process Automation – Our practice provides end to end business process automation in ways that optimize the amount of human support needed. This shift— moving the burden of processes from humans to technology—has the potential to redesign the way work gets done within an enterprise. Simple automation of processes can eliminate errors, reduce biases and perform transactional work in a fraction of the time it takes humans.

Cloud Application Innovation

Microsoft – Consultants in the Microsoft Practice engage in a variety of roles from preparing for new offerings, coding, to helping upgrade a client's technology infrastructure.

Oracle – The role of our consultants would be to understand and work with a specific module (HCM, ERP, SCM.) offered by Oracle to help transform and optimise business processes that a client has. Various task are taken into consideration: data analysis, data entry, module customisation and implementation.

SAP (Ariba, Hybris and Finance modules) - As a new SAP Consultant, you will be working closely with the client and other IBMers trying to identify how we can improve the client's processes with SAP Solutions. You will be involved in all the phases of the project, from Explore, Design, to Realize/Build, Realize/Test and finally Deployment.

Success Factors - A SuccessFactors Consultant will deliver innovative business consulting, business process design, systems integration, and application design and management to leading sector organizations worldwide. We leverage the IBM Ascend powered by SAP Activate SuccessFactors methodology to implement, upgrade, and/or extend the SuccessFactors solution.

ADMI / CAMS – coming soon

What do we look for in an IBM GBS Entry Level Consultant?

- ❖ Demonstrated leadership and adaptability with the willingness to readily and voluntarily take ownership of highly challenging tasks and problems, even beyond initial scope of responsibility.

- ❖ A thorough and analytical approach with the capability to apply logic to solve problems.

- ❖ Ability to handle multiple tasks concurrently and meet deadlines while maintaining focus despite conflicting demands.

- ❖ Drive to overcome the most challenging or difficult obstacles and look for ways to improve results.

- ❖ Initiative to actively seek new knowledge and improve skills.

- ❖ Effective interpersonal skills with ability to collaborate and work effectively with individuals, strengthening relationships to achieve win-win solutions.

- ❖ Ability to communicate complex situations clearly and simply by listening actively and conveying difficult messages in a positive manner.

- ❖ Ability to write effectively, communicating complex messages or requirements clearly, simply, and concisely.

- ❖ A passion for innovative ideas, coupled with the ability to understand and assimilate different points of view