



KIVA Systems

Solutions Analyst

Want to be part of a company that is using a disruptive and game-changing technology to re-write the laws of fulfillment and supply chain management? Want to be part of the team that is designing the fulfillment center of the future for leading retail, distribution, and manufacturing companies? Want to be on the leading edge of a \$20 billion market?

Kiva Systems, Inc. is a rapidly growing Boston-based robotics company that is revolutionizing supply chain operations. The Kiva Mobile Fulfillment System uses hundreds of mobile robots to automate distribution centers, dramatically increasing both productivity and flexibility. Our customers are large retailers, catalog operators, e-commerce and other companies that ship products to consumers, businesses and retail stores. Please see www.kivasystems.com for more information about us.

Kiva is seeking a talented and motivated individual to contribute to the customer engagement process as a Solutions Analyst. The Solutions Analyst will be responsible for supporting design efforts led by Solutions Managers by providing analytical and project support, resulting in the creation of leading-edge, breakthrough designs for future fulfillment and distribution centers.

The successful candidate will have strong analytical skills and knowledge of Supply Chain Management and / or Fulfillment and Distribution Center concepts. The position will report to the VP of Customer Solutions.

The Solutions Analyst will be responsible for:

- Analyzing customer data sets in support of solutions development and distribution center modeling efforts
- Understanding customer fulfillment and operational processes and proposing new processes that deliver improved productivity and quality using Kiva technology
- May be called on to attend sales calls with sales team to answer technical questions about Kiva technology
- Using, refining and developing system configuration models in support of sales proposals
- Work with Solutions Managers and Account Executives to build business case for Kiva installation
- Produce clear and concise written and presentation materials for an executive-level audience

The ideal candidate will have the following qualifications:

- Undergraduate degree in Engineering, Science, or Business
- Strong problem-solving and analytical skills
- High-bandwidth – ability to manage multiple priorities, projects, and deadlines simultaneously
- Background or experience in supply chain management or distribution desired

Send qualified resumes to jobs@kivasystems.com and put your name and the job title on the subject line.