



<b>Job Title:</b>	Solutions Manager at r4	<b>Job Category:</b>	Manager
<b>Location:</b>	Lawton, OK	<b>Travel Required:</b>	Up to 40% of the time
<b>Level/Salary Range:</b>	Negotiable	<b>Position Type:</b>	Full-Time
<b>Date Posted:</b>	12/01/2023	<b>Posting Expires</b>	TBD

**Applications Sent To:**

[Solutions Manager - DPRA Incorporated - Career Page \(applytojob.com\)](#)

**Job Description**

Helping our clients achieve their goals starts with attracting and obtaining top talent! We look for highly innovative and bright individuals; give them the tools they need, then give them the freedom to do what they do best. We empower our employees to make the best of their opportunities in a rewarding and challenging environment.

We have a passion for excellence! Our employees thrive on making a difference and generating results for our clients in a flexible environment that offers support and camaraderie. No matter where you are located, DPRA offers learning opportunities and a flexible work style to help our staff manage responsibilities and add balance to their lives.

Along with a flexible workplace, DPRA offers a Total Rewards program that provides its employees with not only a competitive salary, but also covers a wide variety of benefits and programs. If you are looking for a challenging position in an innovative company, then this is the position for you.

Currently, DPRA is searching for a Solutions Manager in r4’s FISTA AI Center of Excellence (FACE) at FISTA Park in Lawton, Oklahoma. This full-time position will be responsible for synchronizing holistic customer solutions across all business sectors and throughout the business development lifecycle.

The Solutions Manager plays a pivotal role in the Center, by ensuring that State and Federal business pursuits are fully supported, and that new revenue streams are onboarded and executed at the FACE. The Solutions Manager will work within the internal FACE team and maintain extensive engagement with company leadership and stakeholders outside of the FACE. This position will also be the r4 FACE Site Lead, handling office management duties as required, and be the r4 point of contact for FISTA issues. This position is at the r4 Center of Excellence, and the employee will be hired and administered through r4’s integration partner – DPRA Incorporated.

**Essential Job Duties and Functions:**

- Serve as a central point of contact and facilitate effective communication between different departments, contractors, vendors, and stakeholders.
- Coordinating with clients to ensure that pertinent information is shared, questions are answered, and issues are resolved in a timely manner, and they are satisfied with the final product.
- Monitoring the performance of existing solutions to identify areas for improvement.
- Creating detailed specifications for new projects, including project scope, timelines, costs, resources needed, and any challenges that may be encountered.
- Working with development teams to ensure that projects meet requirements and deadlines.
- Managing client relationships and providing support for their needs throughout the implementation process.
- Conducting user research to identify pain points and identify opportunities for improvement.
- Reporting progress on projects to clients and stakeholders throughout the duration of a project.
- Responsible for overseeing and managing the r4 Lawton, OK office, to include organizing and coordinating resources, equipment, and materials.
- Monitoring progress and providing regular reports to management and customers.

Basic Qualifications:

- Bachelor’s Degree required.
- Possess strong organizational skills and leadership qualities.
- Previous workforce development, economic development, or advanced analytics service highly preferred. Knowledge about national and state economic issues and factors a must.
- Ability to work independently with little to no supervision and be a self-starter is required. Strong and consistent follow-through on initiatives required.
- Works closely with customers to ensure a clear understanding of their business priorities and needs.
- Analyzes and interpret customer business needs and frame their requirements; ability to create user stories based on business use cases; translate business requirements into defined project deliverables and scope.
- Presents Information in a compelling (value-added) and concise manner at Senior levels.
- Experience with customer stakeholder mapping and management.
- Ability to presents and negotiates solutions with customer.
- Possess problem-solving skills, and the ability to manage multiple tasks simultaneously.
- Demonstrate adaptability, adapt quickly to changing circumstances, and possess technical knowledge related to the project domain.
- Computer skills and knowledge required. Previous experience working with MS Office, mainly MS Outlook, Excel, Word, PowerPoint, and Project highly preferred.
- Project management and planning, technical writing, software testing and training, data analysis skills a must.
- Programming skills – SAS, VBA, JAVA, C++, R, Python, SQL or similar.
- Cloud/Product Suite experience – AWS, GCP, Azure; Jira/Confluence, Microsoft SharePoint; AI/Machine Learning.
- Excellent oral, written, and team communication skills. The ability to effectively plan and organize appointments and meet deadlines is required.
- Ability to obtain and hold a DOD (Secret) Security Clearance.
- Travel required – up to 40% of the time.

DPRA is an EOE – Females/Minorities/Protected Veterans/Individuals with Disabilities