



Position: Regional Sales Manager and Strategic Accounts Executive, Solution Sales

Company Overview

Headquartered in Toronto, Canada, with operations in the U.S., and U.K, Angoss helps clients grow revenues and reduce risk using powerful predictive analytics and data mining software that unlock actionable knowledge from customer data. Angoss increases the intelligence of marketing, sales, and risk decisioning for some of the world's largest financial services, telecom and technology companies including HSBC, Citigroup, JP Morgan Chase, GE Money, Vodaphone, T-Mobile, and in Canada, RBC, Bell Canada, Rogers Communications, and CT Financial. Angoss is listed on the Toronto Venture Exchange under the symbol ANC and has been operating since 1984. For more information regarding Angoss Software Corporation, visit www.angoss.com.

We have a welcoming culture and a reputation for accountability and innovation. Our diverse projects, fun environment and passion for our customers will enable you to contribute your ideas, affect change and grow your personal sphere of influence.

Position Mandate

Reporting to the Head of Sales, you will be responsible for Angoss "on demand" predictive analytics solutions sales. Although we will consider applications from qualified candidates across the US, we are currently interested evaluating candidates based from and working in the US mid-Atlantic and south-east regions. You will be focused primarily on selling to senior marketing and sales executives, in organizations with direct sales teams of in excess of 1000 sales reps and / or channel sales and distribution networks.

This is a "hunter" role for a seasoned account executive with 10+ years experience in selling software, "on demand" / hosted subscriptions, and managed services solutions.

Our target industries include mid-market to enterprise clients in the financial services (retail banking, investment banking, mutual fund and wealth management), insurance (life, P&C and health insurance), and information and communications technologies (B2B and B2C technology companies, as well as telecom, media and content carriers and providers). Angoss has well established credentials with major clients across the US in these verticals. We are seeking seasoned sales professionals who can help us to leverage these credentials into new business opportunities with these clients and new prospects.

We offer an attractive compensation plan that can deliver substantial upside for a motivated hunter who has the talent to leverage our proven track record of success, outstanding client feedback, and our sales support resources, to open new clients and secure new business.



Key Responsibilities

- Prospecting and qualifying sales opportunities, working in close collaboration with Angoss executives and sales support team.
- Interfacing / interacting with Angoss client facing personnel in business development, sales support and solution delivery.
- Providing account intelligence and participating in account strategy development
- Proven ability to sell to business decision makers in senior marketing and sales roles.

Required Skills and Qualifications

- 10+ years of enterprise sales experience
- Strong client side references from past customers in our target verticals including with stakeholders from business, IT and procurement areas
- Demonstrated strong work ethic and drive to take on and execute high levels of responsibility and accountability
- Ability to work with high degree of autonomy, discipline and accountability
- Familiarity with and past use of CRM sales systems
- Excellent written and oral communication skills

Desired Skills and Qualifications

- Understanding of business intelligence and analytics software applications, solutions and systems
- Relevant recent contacts in F500 marketing and sales organizations in finance and ICT segments
- University / College degree in business, with marketing, sales, finance major
- User experience with Salesforce.com
- Relevant certifications and / or memberships with industry organizations in financial services and ICT areas
- Formal sales methodology training

Applications

This position is a field sales position reporting to head office in Toronto, Canada.

Applicants should apply by submitting their resume and cover letter to careers@angoss.com. In the "Subject" field specify "Angoss Careers: RSM / SAE"

References

Applicants will be expected to provide suitable references from current or former employers upon request.