



Position:

Strategic Accounts Executive, Analytics Solution Sales, Insurance

Angoss Software Corporation develops, sells and delivers advanced data mining software solutions to leading Fortune 500 organizations to help our clients make “Better Business Decisions. Every Day”™. Over 300 clients, primarily in the financial services and information and communications technologies industries use Angoss Solutions to address their marketing, risk and operational analytics requirements.

Join an energetic team of sales, business development and service delivery professionals providing innovative, high impact, high ROI data mining and predictive analytics solutions for the North American insurance industry, focused on life and property and casualty markets.

With existing solution sales representatives on track to exceed \$1.5 million quotas, we are looking for additional solution sales representatives to cover targeted opportunities, including expanding existing customer relationships and securing entry into strategic accounts in the US north eastern and mid-west markets, working from our Toronto headquarters.

The successful candidate would be covering life and property & casualty insurance industry business opportunities, promoting Angoss marketing, sales and claims lifecycle analytics solutions. Your focus would be to cover national accounts, in tier 1 territories, with insertion points in marketing, sales and risk management areas for business to business markets.

The successful candidate will have 10+ years of solution sales experience in the North American insurance industry, covering US tier 1 and tier 2 insurance accounts, with active, relevant contacts. They will be supported by our demand generation and inside sales team.

Required Qualifications:

- Executive level insurance industry sales experience, with exceptional presentation, communication and listening skills
- Familiarity with insurance direct and channel marketing and sales structures and processes, as well as underwriting, account, policy and claims management systems
- Proven track record selling Business Intelligence, CRM or Analytics solutions (software and services)
- Ability to quickly adopt, learn and extend our solution sales and implementation methodology
- Familiarity with complex, multi-phase sales cycles and associated solution selling techniques, including Miller Heiman, Selling to VITO and other industry standard sales process tools

- Proven quota achievement through multiple career situations in \$1.5M to \$2M range based on \$250K - \$500K per deal average transaction values
- Demonstrated ability and capability to satisfy and sell through IT gatekeepers to senior marketing and sales executives
- Demonstrated ability to selling technology (licensing based) and on demand (subscription based) offerings
- Strong team leadership and relationship based customer sales skills, with drive to exceed client service expectations
- Ability to work well in matrixed environment, with a flat organizational structure, including mentoring and coaching other team members and positively contributing to a continuous improvement environment
- Well connected with decision makers in industry, including clients, vendors, and influencers.
- Disciplined and process oriented in sales, with proven track record of opening and expanding new account opportunities, and with a demonstrated “hunter” mindset
- Ability to respect, embrace and extend a strong team based solution delivery culture
- Experience with Salesforce.com (ideal) or equivalent (acceptable)

Desired Qualifications:

- North American citizenship with dual status desired
- University degree in Commerce, Business or other discipline, and familiarity with mathematics, sciences and other analytics disciplines
- Past employment experience in the insurance industry or insurance services industry (brokerage, marketing, claims etc)
- Past relevant industry or employment experience in professional services or solution delivery in the banking, mutual funds, telecom or technology industries

Applications

Applicants should apply by submitting their resume and cover letter to careers@angoss.com.

In the “Subject” field specify “Angoss Careers: **Analytics Solution Sales**”. Your cover letter should include base salary and target compensation range.

References

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