



The Role: Account Executive, Software Sales

Company Overview

Headquartered in Toronto, Canada and with operations in the U.S., and the U.K, Angoss Software is a success story in Canada's technology sector. An industry leader in cutting edge predictive analytics and data mining software, Angoss software unlocks actionable knowledge from customer data to help clients grow revenue and reduce business risk. Angoss improves decision-making for executives in marketing, sales, and risk analysis for a blue chip client list, including: Bank of America, HSBC, Citigroup, JP Morgan Chase, GE Money, Vodaphone, T-Mobile, RBC, Bell Canada, Rogers Communications, and CT Financial.

Our culture is team-focused. Among our clients we have a reputation for accountability and innovation. Diverse projects, challenging work and passion for our customers create an environment that promotes innovation, contribution and personal growth.

Publicly traded, Angoss was established in 1984. For more information regarding Angoss Software Corporation, visit www.angoss.com.

Account Executive Position Description: Downtown Toronto

Reporting to the Vice President, Sales, you will be responsible for selling the Angoss suite of predictive analytics software.

- KnowledgeSEEKER® is a powerful data mining solution which offers data profiling, advanced data visualization and decision tree capabilities that enable both business and expert users to segment attributes and determine relationships between variables in large business data sets.
- KnowledgeSTUDIO® is an advanced data mining and predictive analytics suite for all phases of the model development and deployment cycle - profiling, exploration, modeling, implementation, scoring, validation, monitoring and building scorecards - all in a high performance visual environment.
- StrategyBUILDER™ is an additional module for KnowledgeSEEKER® and KnowledgeSTUDIO® and offers the ability to design, verify, and deploy the necessary predictive and business rules to execute your sales, marketing or risk strategies.

Together, these applications create powerful alternatives to software solutions offered by our major competitors. Accelerated, cost-effective implementation and industry-leading functionality create rapid time to value for Angoss clients.

This is a "hunter" role for an experienced AE with 5+ years experience selling enterprise software, IT solutions or BI focused consulting services. Target industries include medium-to-large enterprise clients in:

- Information Technology, Manufacturing, Loyalty, Hospitality, Travel & Leisure (retail banking, investment banking, mutual fund and wealth management), insurance (life, P&C and health insurance), and
- Information and communications (B2B and B2C, as well as telecom, media and content carriers and providers).

Our buyers are influencers or decision-makers within the business unit or Information Technology. With plug and play integration, average deal sizes less than \$100,000 and sales cycles of 3-6 months, Angoss solutions are tailored for clients who want immediate business benefits and are reluctant to embark on major enterprise application projects.

The Angoss AE will be responsible for developing and executing territory strategy and account plans. This is an ideal role for a results-oriented individual with the business skills and drive to run his/her own territory. With industry vertical and territory responsibility that spans North America, strong organizational, telephone sales and time management skills are essential.

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

- Proven hunter with 5+ years sales experience preferably in analytics or BI tools
- Strong client side references from past customers in target verticals
- Demonstrated work ethic and drive to assume high levels of responsibility and accountability
- Ability to work with high degree of autonomy, discipline and accountability
- Familiarity with CRM pipeline management, ideally Salesforce.com
- Excellent written and oral communication skills, adept at engaging senior executives

Desired Skills and Qualifications

- **Understanding of BI 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, stats, or math
- Formal sales methodology training

We offer an attractive compensation plan that rewards a motivated hunter with the talent to leverage our track record of success and outstanding client feedback.

Applications

Applicants should apply by submitting their resume and cover letter to careers@angoss.com. In the "Subject" field specify "Angoss Careers: Account Executive – Software Sales".

References

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