

Title: Sales Engineer

Reports to: Director, Pre-Sales Support

Status: Full Time

Position

We are looking to expand our Sales Support organization by recruiting professionals who combine a proven track record of experience in data mining and analytics best practices, methodologies and tools, with and strong understanding of the business processes impact they deliver.

Reporting to the Director, Pre-Sales Support, the Sales Engineer will work with individual members of the Angoss sales team to engage directly with customers. As a secondary role, the Sales Engineer will provide knowledge transfer to clients and will engage in internal activities supporting the marketing and product development teams.

The Sales Engineer is a key role in support of Angoss' growth initiatives. The role is a best fit for an analytics professional with good business acumen, strong communication skills and a passion for engaging directly with customers.

This position will be based in our Toronto, Canada location and will primarily serve the North America market. Up to 50% travel across North America can be expected to support client and prospect opportunity development, on-site customer training, and attendance at marketing events such as industry trade shows, user conferences and other similar activities. The majority of travel is 2-4 days in duration.

Responsibilities

The Sales Engineer will work with each member of the Angoss sales team to Identify, pursue and win new software sales opportunities. Key responsibilities:

- Conduct customer needs discovery meetings that uncover the key business issues that customers are striving to solve through the use of predictive analytics and data mining, and how their existing processes/tools could be improved to drive improved business strategies and outcomes
- Conduct standard and custom-tailored product demonstrations for customers (including data preparation for modeling)
- Conduct and/or support proof-of-concept pilots that involve the preparation and use of customer data to illustrate the power of Angoss' software
- Support customers who are utilizing evaluation licenses and ensure they apply Angoss' software effectively to their particular situation to ensure a successful outcome of the evaluation period

The Sales Engineer will also have the following post-sales, marketing, and product development responsibilities:

- Deliver on-site and web-based customer training on the effective usage of Angoss tools to address concrete business problems
- Attend and/or prepare technical content to support Angoss marketing events such as trade shows, webinars, white papers.
- Provide input to Angoss Product Development Team concerning what customers are seeking in terms of new functionality
- Develop or contribute meaningfully to the development of new variants of existing product demos.

Skills

- Strong commercial awareness of statistics, data mining, analytics methods and/or applications
- Prior experience supporting a sales team and interacting directly with customers in a sales support capacity is an asset
- Naturally inquisitive, seeks to understand others before being heard. A great listener.
- Strong interpersonal skills, and proven experience interacting with customers to develop solutions to their business needs
- Business acumen and ability to connect predictive analytics and data mining concepts to the business impact they deliver.
- Excellent oral and written communication skills, both one-to-one, and in group settings
- Strong quantitative background (applied mathematics/statistics, engineering, physics, applied sciences) with M.S. or Ph.D. preferred
- Experience applying data mining in real-world situations, particularly in a financial services context
- Experience using SQL to prepare datasets for modeling
- Experience using Angoss products (KnowledgeSTUDIO , KnowledgeSEEKER) is an asset.
- Self starter who maintains a consistent, high standard of excellence.
- Retail credit risk management experience is an asset.

Applications

Applicants should apply by submitting the following to careers@angoss.com. In the “Subject” field specify “Angoss Careers: Sales Engineer”

- Cover Letter
- Resume

References

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

About Angoss Software

As a global leader in predictive analytics, Angoss helps businesses increase sales and profitability, and reduce risk. Angoss helps businesses discover valuable insight and intelligence from their data while providing clear and detailed recommendations on the best and most profitable opportunities to pursue to improve sales, marketing and risk performance.

Our suite of desktop, client-server and in-database software products and Software-as-a-Service solutions make predictive analytics accessible and easy to use for technical and business users. Many of the world's leading organizations use Angoss software products and solutions to grow revenue, increase sales productivity and improve marketing effectiveness while reducing risk and cost.

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