



Title: Solutions Principal

Reports to: EVP, Chief Solutions Officer

Status: Full Time

Company Overview

A recognized market leader in the field of data mining and predictive analytics, Angoss helps marketing, sales and risk management professionals gain competitive advantage through applied predictive analytics. Angoss offers both technology licensing and cloud-based predictive analytic solutions. Angoss technology and our KnowledgeCLOUD™ solutions help blue-chip Fortune 500 clients across financial services, information and communications technology, healthcare and retailing industries **predict** customer behaviors with precision and confidence, **act** on these insights by integrating data driven insight into their day to day decision making and **perform** by delivering measureable ROI and improved business performance.

Position Mandate

Reporting to the Chief Solutions Officer, you will be responsible for selling, delivering and supporting client implementations of our KnowledgeCLOUD™ predictive analytics solutions across multiple industries.

Our KnowledgeCLOUD™ solutions focus on the application of predictive analytics to address marketing, sales and risk management functions which can be significantly improved through the application of analytically-driven insight. When applied properly, this insight allows clients to significantly improve business outcomes, such as greater returns on marketing investments, improvements in sales productivity, reductions in credit risk, delinquency and fraud. Our solutions are designed to address these unique business challenges in select verticals.

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), information and communications technologies (B2B and B2C technology companies, as well as telecom, media and content carriers and providers), and retail. Angoss has well established credentials with major clients across the US, Canada and UK in these target verticals.

Key Responsibilities

- Lead business development efforts in key verticals and accounts from opportunity identification, proposal development and review, proof of concept delivery through to contract negotiation
- Engage with new and existing clients across multiple industries to configure and maintain our KnowledgeCLOUD™ solutions in a hosted environment
- Lead and manage predictive analytic solution projects from initiation to closure, working closely with our analytics teams and our technical teams
- Work with 3rd party vendors and partners to design and deliver comprehensive analytically-driven solutions
- Work hands-on using the best-of-breed technology stack that comprises our KnowledgeHUB™ solutions platform



- Provide on-going support and thought leadership within existing client relationships to further extend and enhance the value of our analytic solutions
- Work collaboratively with client and internal teams to identify analytic solutions for critical business issues within existing clients
- Participate in the development and enhancement of our suite of industry-focused KnowledgeCLOUD predictive analytic solutions

Required Skills and Qualifications

- 4 year college graduate degree required
- MBA or equivalent graduate degree required
- 5+ years of relevant industry experience - financial services, high-tech, healthcare or retail
- Domain knowledge in predictive analytics and data mining
- 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
- Strong understanding of business and consumer sales and marketing issues and concepts – CRM or EMM experience a plus
- Proven business development skills
- Ability to manage large, complex account relationships
- Ability to design and develop cross-functional services and offerings
- Ability to recruit, manage and motivate high-performing personnel
- Proven analytic skills
- Strong presentation, verbal and written communication skills
- Strong multi-tasking and organizational skills to meet deadlines
- Detail oriented
- Ability to work in a team environment to accomplish mutual tasks and goals
- Ability to work on multiple projects concurrently
- Strong time management skills
- Experience in highly collaborative environments
- Persistent and upbeat- won't be demoralized by setbacks
- Engaging, enthusiastic personality
- Short stay travel

Applications

The role of the Solutions Principal is a critical one at Angoss. We only consider candidates with strong academic and work credentials, strong project management skills, and a track record of innovative and successful applied analytics projects. This position is located in Washington, DC.

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

References

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