Title: Sales/Data Statistician

Reports to: VP and Chief Data Scientist

Status: Full Time

Position

This role, reporting to the VP and Chief Data Scientist, is an integral part of the consulting team. The goal of the consulting team is to provide impactful analytics that leads to deployment and results. The data mining consultants work alongside project managers, ETL professionals, relationship managers and sales managers to serve a diverse group of clients. The role is client facing and calls for a mixture of technical, business and people skills.

Sales/Data Statisticians apply data analysis and statistical techniques to large data sets to develop predictive models and customer segmentations. Sales/Data Statisticians are also critical in the phases prior to modelling: shaping the project, hands-on data extraction and data quality. After modelling, consultants are responsible for the presentation and deployment phases, performing the tasks that lead to successful implementation of predictive analytics for our clients.

Responsibilities

- Demonstrate Angoss product suite to clients across a range of verticals (e.g. insurance, banking/financial, healthcare, retail, telco etc) With special comparison to SPSS (IBM) products in predictive analytics

- Client training of Angoss software

- Conduct internal training to sales and marketing team in predictive analytics and Angoss software suite

- Develop training materials to predictive analytics software

- Work closely with sales team to determine clients' requirements

- Perform statistical consultancy to support the solutions business

- Responsible for all aspects of the service delivery process, including but not limited to:
    - requirements capture,
    - data preparation and analysis,
    - knowledge discovery,
    - predictive analysis,
    - business analysis and interpretation,
    - reporting and scoring,
    - ROI analysis,
    - strategic deployment of analytics

- Provide maximum business value to Angoss clients through analytics deployment

- Working in close collaboration with Angoss sales professionals and serving as knowledgeable trusted advisors to clients and industry partners,

- Provide a spectrum of custom, rapidly deployable, solutions which include B2B and B2C data-driven decision support capabilities

- Conduct presentations to senior level clients when required

Skills

- 8+ years experience in an analytical role

- Strong quantitative background (applied mathematics/statistics, engineering, physics, applied sciences) with BSc, BMath or above.

- Experience with data mining techniques (e.g. decision trees, regression analysis, time series analysis, clustering, association rules, etc.).

- Experience with IBM SPSS a must

- Experience with IBM Modeller (SPSS Clementine) is a must

- KnowledgeSeeker (proprietary) an asset

- KnowledgeStudio (Proprietary) an asset

- KnowledgeReader (Proprietary) an asset

- Strong analytical and problem solving skills.

- Programming – SAS and/or SQL (e.g. SQL Server, Oracle, DB2).

- Excellent written and oral communication skills.

- Analytical software such as SAS Enterprise Miner

- Data warehouse, data mart and databases.

- Design and delivery of CRM, marketing, and credit risk management solutions.

This position is based in Toronto, Canada.

Applications

Applicants should apply by submitting the following to careers@angoss.com. In the "Subject" field

specify "Angoss Careers: Data Statistician"

- 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.