

Title: Enterprise Software Sales Representative

Territory: United Kingdom (Financial Services)

Reports to: Head of Sales, Americas

Status: Full Time

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 risk, marketing and sales performance.

Our suite of desktop, client-server and big data analytics software products and Cloud 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.

Position

Angoss is looking for a highly motivated and energetic Enterprise Software Sales Representative with the ability to navigate and adapt in a fast paced environment. Responsibilities will include managing existing accounts, growing existing accounts, fostering fruitful business relationships while also prospecting into new accounts. This position requires strong communication skill, both verbal and written to deliver Angoss' value proposition to key stake holders outlining both immediate and long-term business value.

Responsibilities

- Meet or exceed assigned sales targets
- Work strategically with pre-sales and sales management to deliver forecast, identify opportunities and provide recommendations
- Effectively qualify leads, identifying prospect requirements and engaging technical resources where required
- Conduct high-level sales presentations with C level executives to address business needs
- Utilize internal CRM to provide accurate sales activities and opportunity updates
- Keep informed of Angoss' products along with competing products and industry trends
- Operate as the lead point of contact for any and all matters specific to your customers
- Build and maintain strong, long-lasting customer relationships
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors
- Ensure the timely and successful delivery of our solutions according to customer needs and objectives
- Identify and grow opportunities within assigned territory and collaborate with sales teams to ensure growth attainment
- Assist with high severity requests or issue escalations as needed

Skills:

- Intimate knowledge of the Advanced Analytics marketplace, with at least 5 years of selling enterprise class analytics with in major accounts in the financial services, especially in Risk Management sector.
- Proven account management or other relevant experience
- Demonstrated ability to communicate, present and influence credibly and effectively at all levels of the organization, including executive and C-level
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- BA/BS degree or equivalent

References

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