

Title: Sales Engineer

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. Angoss has brilliant people using cutting-edge technology and complex analytics to help its customers deliver world class data prep and predictive modeling products and services. Angoss is rapidly expanding to better serve its 300+ companies in 31 countries across the globe.

The Angoss 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 Presales Specialist with the ability to navigate and adapt in a fast paced environment. Responsibilities will include providing presales support and expertise related to Angoss' analytics software and consulting services. In this role you will be focusing on supporting the sales process from qualification to services handoff for large, technically complex sales opportunities covering Canada and the United States. 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. Travel will be 25-35%.

Responsibilities

- Co-lead discovery sessions with sales representatives to develop an understanding of customer's existing business challenges and craft a solution
- Work strategically with sales management to deliver forecast, identify opportunities and provide recommendations
- Develop an understanding of customer's business requirements
- Participate in delivering customer presentations, providing an expert point of view
- Demonstrate the features and benefits of Angoss' Data Science Platform
- Provide support in the development of opportunities and account strategies
- Ensure successful transition of consulting service requirements to the service delivery team
- Assist with marketing support by writing technical white papers, video scripts and participating in analyst briefings

- Support in developing sales enablement tools such as technical slides for presentations, ROI calculators and internal training documents
- Support RFI and RFP responses
- Keep informed of Angoss' products along with competing products and industry trends
- Develop a trusted advisor relationship with key accounts, customer stakeholders and executive sponsors

Skills:

- 5+ years of experience in a technical presales support role or management consulting in the areas of data mining, machine learning, "Big Data", or business intelligence
- Excellent communication skills, both written and verbal
- Strong presentation and demonstration skills to all levels of business including C-level executives
- Working knowledge of data prep for predictive analytics as well as machine learning modelling and concepts
- Proven analytic skills / understanding of programming and algorithm development
- BI technologies like Tableau and Qlik would be an asset
- SAS Language and technologies as well as any other ML related languages like R, Python, SQL and Excel
- Experience addressing challenges with "Big Data" using Jupyter/PySpark and Hadoop would be an asset
- 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 requirements
- Proven ability to manage multiple projects while paying strict attention to detail
- Excellent listening and presentation skills
- University degree in Statistics, Engineering, Computer Science, Analytics or Data Science related