



# WORKING AT ANALYTICS8

As an Analytics8 professional, you will have the exciting opportunity to work with a variety of companies, ranging from Fortune 500 companies to small businesses. Each project and client is different, giving you the chance to advance your career as you learn about new industries, businesses, and technologies.

We are looking for people who are creative thinkers, problem solvers, and have excellent communication skills to translate between business terminology and IT logic.

## JOB DESCRIPTION

### DATA & ANALYTICS SOLUTIONS DIRECTOR, SOFTWARE AND SERVICES SALES

#### SUMMARY

The Solutions Director is a motivated and well-connected sales professional that is responsible for bringing in new clients, managing partner relationships, and growing software and services revenue in those accounts. The Solutions Director is responsible for the full sales life cycle of cold calling/prospecting, requirements discovery, solution crafting, business justification, and closing. The ideal candidate is well versed in developing and fostering long-term relationships with clients and partners.

#### JOB REQUIREMENTS

- History of success in selling services and/or software and consistently achieving sales quota goals
- Ability to execute a value based solution selling approach to senior executives
- Experience developing and executing account strategies
- Experience in selling large (>\$100,000) and complex solutions
- Understands Agile project delivery methods
- Understands Business Intelligence and Data Warehousing concepts
- Manage the sales process through qualification, needs analysis, product demonstration, negotiation and close
- Responsible for ongoing Account Management to ensure quality project delivery, client satisfaction and account expansion.
- Marketing lead follow up including incoming leads, MQLs, event attendees, and ongoing lead nurturing
- Prospecting for new clients outside of marketing generated leads
- Consultative sales experience
- Knowledge of software licensing
- Experienced in creating proposals, SOWs, and quotations
- Self-motivated with experience working in new geographic territories
- Consulting or Sales Engineering experience with Business Intelligence or Data Warehousing projects
- Bachelor's degree
- Ability to travel 50%