

## WiseWithData Inc

### Solution / Account Development Executive

#### Company background:

At Wise With Data Inc we're experts in Apache Spark and we're solving the most pressing challenges Enterprises have in accelerating their adoption of the open source data science revolution.

As Enterprises struggle to modernize their infrastructure, removing legacy systems like SAS, WiseWithData saw a need to automate the migration process and avoid a 'brute force' approach that is costly, time consuming, prone to error and data governance constraints.

We created the world's only SAS to Spark automated migration solution. It automates SAS to PySpark code conversion reducing migration timelines from years to months and delivers production ready code to accelerate advanced analytics efforts.

We are looking for a highly motivated and experienced account executive and business development professional, with experience selling to large Canadian and global Enterprises including Financial Services, Insurance, Retail, Telecom etc at a senior level.

As a self-starter with a strong existing network across these sectors, you will help us launch and evolve the future of open source data science.

#### Role Description

As an experienced Account & Business Development Executive, you will be responsible for developing and driving account strategy, networking and building strong relationships with senior prospects across our target market (FS, Ins, Retail, Telecom, HC). You will be involved in influencing highly strategic advanced analytics discussions to position SPROCKET – the world's only SAS to Spark automated migration solution. A high value offering currently being used by global financial services, you will lead with insight on the performance and productivity gains of Apache Spark, to position the value of SPROCKET that accelerates Enterprise's revolutionary path towards open source data science.

Here's a view of what will be expected of you in this role:

- Annual Revenue - exceed quota targets
- Sales strategies – leverage challenger sales and insight selling methodology; develop effective and specific account plans to ensure revenue target delivery and balanced growth; develop relationships with new prospects and existing customers;
- Trusted advisor - establish strong relationships based on knowledge of customer requirements and commitment to value (value of counsel/expertise, value of our solution, value of our delivery expertise);
- Customer Acumen - actively understand each customer's technology footprint, strategic growth plans, technology strategy and the competitive landscape; review public information (e.g. new executive appointments, earnings statements, press releases) for the company and its competitors to remain updated on key industry trends and issues impacting the customer;
- Territory and Account Leadership - lead account relationships, conduct prospect profiling, and manage sales cycles; inspire all accounts to become SPROCKET references;
- Business Proposals – develop and deliver comprehensive business proposals that address customer's priorities and business issues in addressing SAS removal and adopting Spark; utilize cost assessment of brute force vs automation and return on investment analysis to support the customer's buying decision process;
- Pipeline planning - follow a focused approach to building and maintaining a rolling 4Q pipeline, keeping pipeline current in CRM; collaborate within WWD organization to build pipeline;
- Support all WWD promotions and events.

### **Roles/Responsibilities:**

- Manage and enhance new prospects and existing customer relationships by offering our targeted automated migration solution; leverage a strategic, challenger sales and insight driven sales approach
- Responsible for maintaining strong knowledge of the open source world of Apache Spark / Python Spark by reading updates, attending training, and completing online training module
- Responsible for building and maintaining WWD's customer base and growing our business across our key target markets by generating leads – this entails research, cold calling and nurturing marketing generated leads
- Maintain account plans for a select number of customers in our CRM and manage a rolling 4Q pipeline
- Build trust, loyalty and solid long-term relationships with key decision-makers
- Manage the prospect's experience from lead to proposal and achieve close within 6 – 12 months achieving set targets/quota for the year
- Collaborate with Marketing to perform periodic competitive analysis to help strengthen the company's position in the market
- Deliver weekly sales reports and manage to assigned targets/quota
- Accurately record sales information on an internal CRM system and maintain up to date client records

### **Skills/Experience:**

- Strong Advanced Analytics and Big Data infrastructure domain knowledge and/or “next generation” technology experience.
- 10+ years experience of positioning advanced solutions to executive-level buyers
- Strong business acumen and strong knowledge/experience with Challenger Sales & Insight Selling
- Demonstrated success in selling advanced technology solutions to senior-level executives
- Excellent communication, teaming and presentation skills
- Minimum of four-year college degree; business degree or masters degree preferred
- Experienced meeting or exceeding multi-million dollar quota goals
- Prior experience managing accounts, opportunities and pipeline using a CRM
- Travel required @ approx 25%

### **Job Type: Full-time**

Salary: \$110,000 base plus sales bonus determined on achieving quota

WWD offers a top class health & wellness benefits package.



**COVID-19 considerations:**

WWD ensures that our team's health and safety is our top priority during this time. We are working from home until further direction from the Province of Ontario and are provided the tools needed to do so.

**Please send cover letter summarizing your suitability for the role with a complete resume to:**  
[andrea.bacque@wisewithdata.com](mailto:andrea.bacque@wisewithdata.com)