

Position Title	Head of UK Business and Sales – Analytics products and solutions
Department	Research AI
Schedule	Full-Time
Location	London, UK

OVERVIEW

Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients.

More information can be found at www.course5i.com

Global Offices

United States | India | United Kingdom | Singapore | United Arab of Emirates

SPECIFIC RESPONSIBILITIES

- Map the GTM for the Course5 Analytics products
- Deliver against revenue targets set with Geo leadership
- Develop a pipeline of prospects and opportunities for Course5
- Design and execute Course5 Intelligence’s offering/win strategy within each prospect
- Ensure appropriate post-win traction by liaising with account management and delivery and product teams
- Represent Course5 Intelligence at conferences and other events
- Work with Client success managers and delivery teams to charter and define value roadmap for the customers

DESIRED CANDIDATE ATTRIBUTES

- Relevant proven experience of solution and product sales and client service experience with specific experience in Marketing Analytics, Digital Analytics, Customer Analytics and Course5 Products
- Global experience is preferable
- Demonstrated sales performance in the relevant area over a material timeframe
- Experience growing client relationships
- Understanding of the analytics marketplace
- Understanding the broad technological landscape relevant to the digital/analytics domain
- Strong problem solving capabilities with an analytical mind-set
- Solid commercial and general business acumen
- Strong interpersonal and presentation skills
- Highly motivated with a strong orientation toward client relationships
- Ability to handle pressure, juggle multiple responsibilities simultaneously, and work well with a diverse customer base and various internal teams
- Demonstrated ability in all aspects of sales leadership
- Graduate or post graduate
- Hours 40 hours per week

Please send your CVs to payal.ved@course5i.com