

Sales Specialist: Data and AI Portfolio | Job Description

About us

Hexagon-ML is a New Jersey based start-up with consumer, research and enterprise clients utilizing its data science products.

-We differentiate ourselves by providing both enterprise level security and consumer level flexibility to our clients.

- Our philosophy is well grounded with providing our customers the best experience and value to enable growth in the field of data science.

-We are humbled to accept the "KDD Cup Innovation" award at KDD Conference 2018 at Alaska, USA.

-We are honored to be selected as a data science competition platform for NeurIPS and IBM 2019 at Vancouver, Canada.

At Hexagon-ml, work is more than a job – it's a calling: To think along with our client /partners and sell. To make markets. To invent. To collaborate. Not just to do something better, but to attempt things you've never thought possible.

Are you ready to lead in this new era of technology and solve some of the world's most challenging problems? If so, lets talk.

<https://www.hexagon-ml.com/>

Your Role and Responsibilities

As a Sales Specialist: Data and AI Portfolio you should have a proven track record of new business success, able to navigate complex customer situations as well as provide examples of working with resellers and SI's to successfully close business.

Are you a resilient, proactive and driven team member to join the Key accounts sales team.

As an enterprise sales executive with ownership of a territory, you will be responsible for driving messaging, use cases and solutions to problems into your customer base.

You will be accountable for a territory number every quarter, expected to have high levels of prospecting activity and industry specific messaging to drive new customer

conversations in areas Like using Data in AI, Machine learning , MDM , using data for intelligent decision making.

You should also have a proven track record of closing both small departmental deals but also larger “turn key “ enterprise wide solutions . They should be comfortable talking to all levels of customer management . A good understanding of competing technologies is preferred but not essential .

As a Sales Specialist: Data and AI Portfolio your main responsibilities will include:

- Building and executing industry-specific sales campaigns into your customers such as hosting data science challenges.
- Work with our clients, both new and existing, to solve their most pressing problems with our offerings, Data Science Challenge and our Professional Services delivery team.
- Work with our ecosystem of global systems integrators, resellers and OEM partners.

If you fit the criteria above and would like a new challenge with one of the most rewarding companies to work and grow with, apply within!

Application Please send your resume to ankur@hexagon-ml.com with subject line of "Sales Specialist: Data and AI Portfolio"