



Factspan Overview:

Factspan is a pure play data and analytics services organization. We partner with fortune 500 enterprises to build an analytics center of excellence, generating insights and solutions from raw data to solve business challenges, make strategic recommendations and implement new processes that help them succeed. With offices in Seattle, Washington and Bangalore, India; we use a global delivery model to service our customers. Our customers include industry leaders from Retail, Financial Services, Hospitality, and technology sectors.

Job Description:

- Develop and execute pre-sales strategies to drive revenue growth and expand the client base.
- Engage with potential clients to understand their needs and challenges, acting as a trusted advisor.
- Design data analytics and ML engineering solutions that align with clients' objectives.
- Create compelling proposals and presentations that communicate our value proposition effectively.
- Stay informed about industry trends and competitor offerings to ensure our solutions remain competitive.
- Collaborate with sales, delivery, and technical teams for seamless project execution.
- Lead RFP and RFI responses and participate in thought leadership activities.
- Strong communication and presentation skills
- The ability to work independently and as part of a team.
- A passion for data and analytics
- Minimum 10 years of experience in data analytics and data engineering, with 5 years in pre-sales or client-facing roles.
- In-depth knowledge of data analytics tools, methodologies, and best practices.
- Excellent communication skills and leadership abilities.
- Strong problem-solving and adaptability skills.
- Proven track record in building and maintaining client relationships.
- Business acumen and understanding of data-driven value creation.

Behavioral Skills:

- Take ownership and accountability of outcomes, ensuring successful project delivery and client satisfaction.
- Exhibit excellent written and verbal communication skills, effectively conveying complex information.
- Demonstrate strong problem-solving abilities, addressing challenges with innovative solutions.
- Foster a collaborative team environment and show self-driven initiative to achieve goals.

If you are passionate about leading teams to deliver impactful data analytics solutions, possess strong technical and consulting expertise, and are committed to achieving exceptional client satisfaction, we encourage you to apply for this exciting opportunity. Join us in driving innovation and delivering value to our clients through data-driven insights and solutions.

Why Should You Apply?

Grow with Us: Be part of a hyper-growth startup with ample number of opportunities to Learn & Innovate.

People: Join hands with the talented, warm, collaborative team and highly accomplished leadership.

Buoyant Culture: Embark on an exciting journey with a team that innovates solutions everyday, tackles challenges head-on and crafts a vibrant work environment