



Technical Sales Consultant

Reporting to: Commercial Director

Salary: Competitive Salary + Bonus

Location: Home-based - commutable to London & Bristol

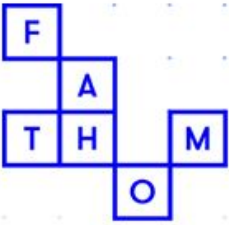
Closing date for applications: 11 pm on 14th February 2020.

About the role:

For our next level of growth, we are looking for an experienced technical sales consultant to join our expanding sales team supporting the sales cycle by providing technical support to existing and prospective customers and partners. This is a new and exciting role for someone who is passionate about client success, a true self-starter who is seeking to use their GIS or cat modelling skills to become a trusted advisor to our clients and partners and ensure they are getting the most value out of our data products and services. The successful candidate must have experience within the Insurance sector as a Cat modeller, GIS analyst or have worked in a technical consultancy role.

Accountabilities:

- You will be working closely with the Insurance sales team and will be responsible for proactively driving the technical pre-sales process
- You will engage with prospective customers and partners to determine business and technical requirements in a professional and timely manner and demonstrate the benefits of Fathom data and services to help close sales
- You will increase the adoption of Fathom data and services with existing clients and partners
- You will become a “Trusted Advisor” and be the first technical point of contact for clients and partners
- You will resolve clients and partners technical queries
- You will demonstrate a deep understanding of our products and articulate our offering to prospective and existing clients and partners



- Work alongside the Product team to provide feedback on issues related to current products and provide insight for new product development
- Create compelling technical presentations and documents to demonstrate the benefits of Fathom data and services
- Provide technical product training for client and partners
- Build and maintain productive relationships both internally and externally, fostering teamwork by keeping colleagues updated on activities
- Adhere to the Fathom's Quality and Business processes
- Provide accurate and timely management information: KPI, lead activity, project forecasts

What you will need:

Relevant experience / technical skills:

- Good experience of using GIS and dealing with big data and/or spatial data
- Detailed understanding of Cat modelling and insurance processes
- Experience of environmental applications, particularly flooding and climate change
- Working with a variety of customers and partners in a support or technical consultancy role
- Ability to communicate technical concepts to non-specialists
- Preparing and presenting technical demonstrations
- Prior experience in the visualisation and communication of risk
- Previous experience with RMS, AIR or other Cat models
- Python and R experience - nice to have

Education

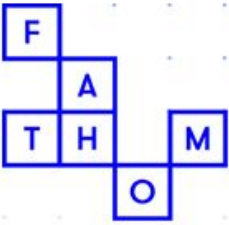
- Minimum degree level, ideally in Geography, Earth Sciences or similar

Essential behaviours

- Consultative
- Self-motivated
- Team player
- Inquisitive

What you'll receive:

- Performance Bonus



- Private Medical Insurance
- 28 days holiday
- Career development
- Flexible working practices (outside of COVID)
- Flexible benefits package

What next:

If this sounds like a role you would like to explore, please email your CV with Cover Letter to careers@fathom.global and we will get in touch.