Job Specification - Technical Pre-sales role

Job Title: Technical Pre-Sales Consultant   **Direct report**: CCO

Location: Winnersh HQ/London/Homeworking (post-lockdown you will be required to come to the office for team meetings when and if required).

Package: commensurate with the seniority of role including bonus plan, car allowance and share options which are part of an HMRC approved scheme.

The Artesian Company

Artesian is the driving force behind ambitious organisations who want to accelerate revenue growth, transform frontline effectiveness, mitigate risks, capitalise on opportunity and keep pace with the latest innovation.

Our core focus is to combine leading data science with the world's best business information to transform frontline effectiveness. Our unique niche is to provide a service that allows frontline teams to engage with customers and middle office teams.

With around 300 customers including the UK leading banking, financial services and Insurance customers, Artesian is reaching scale with positive EBITDA, strong recurring revenue and awesome customer retention. Our customers genuinely love our service.

We have traditionally been known for our Client Relationship Intelligence capabilities in the sales engagement space but following substantial investment in research and development over the last 3 years, which has already seen the launch of advanced functionality for banks and insurers to conduct early credit and risk screening checks, Artesian is evolving further into a fully integrated Platform.

The next generation of the Artesian technology encompasses key capabilities which ensure platform users can use data science to target the right customer, at the right time, with an eye on upside and downside risk, delivering the best customer experience in the process.

We are therefore seeking a Technical Pre-sales Consultant with a background in data, compliance and risk solutions to help us scale and grow with particular emphasis on the FSI segment.

Artesian have strong financial backing from Octopus Ventures with a seasoned team of Founders who have successfully built and exited multiple start-up's in the past. Our Angel investors include Dr Steve Garnett (ex. EMEA Chairman of SFDC) and Stephen Kelly (ex. CEO of SAGE)

Check us out at http://artesian.co

Job Specification - Technical Pre-sales role

Artesian Core Values

We are a close-knit bunch at Artesian and when we hire new team members it is pretty important that you fit right in. That's why we take our Core Values pretty seriously – does this describe you?

Be straightforward (Agreeableness)

- Confident, not arrogant
- Trusting, not gullible
- Helpful, not overbearing or micro-managing

Be accountable (Conscientiousness)

- Be prepared, know your stuff
- Do what you say you're going to do, fully
- Sweat the detail
- Take responsibility for development (of everything including yourself)

Develop a Growth Mindset (Openness)

- Be open to new ways and skills
- Embrace change and innovation for the better
- Think big, start small, learn fast

Be Driven (Resourceful)

- Be intelligently assertive
- Decisiveness, not hastiness
- Independently enthusiastic

Our Platform story

There are two explainer videos on our [website](#) for ARCH and Engage which is how we described our platform. However, our product messaging is evolving into a single platform message. You will be instrumental in helping us sell platform deals which are large and lucrative in nature. You are joining the team at an exciting time as we evolve – we don't have all the answers yet and you will be instrumental in helping us develop our story and our engagement – the Artesian Platform can be best illustrated as follows:

Job Specification – Technical Pre-sales role

Profile of the role

Technical Pre-Sales/Subject Matter Expert – Ideally skilled and knowledgeable with regard to the organisational dynamics of Financial Services organisations, as well as the front-office digital-transformation projects and systems they use. Appreciation of the technical and practical constraints of running digital transformation projects within this growing sector. Communicating business requirements to technical teams, imagining possible solutions to business problems, demonstrating possible solutions, helping to convince senior buyers to adopt favoured solutions.

The role involves helping to guide client organisations and teams through our sales-process by developing and presenting innovative, yet solid, business cases (ROI). By understanding current processes and business goals, you will quantify and articulate the benefits of the Artesian Platform to senior sponsors and help drive positive change in their organisations.

Day to day tasks will involve huge diversity, from demonstrating software and innovating with the engineering team, through to understanding the systems and organisational dynamics around potential integration and implementation projects. Our target customer is the head of commercial operations and you will also be engaging with a variety of roles in the middle office.

In terms of the more technical aspects of the role, you will be skilled at digesting business requirements and liaising with development teams to help convert client requirements into realistic technical solutions. These will use combinations of API's, symbolic AI, process design and data-analysis using the Artesian platform.

You will not be expected to write code, but will need to author business rules using a scripting language, understand and articulate API specifications, understand the limitations and practicalities of third party data-integrations and maintain a good grasp of current technologies and methodologies around SaaS software platforms and general systems integration techniques. Experience working with CRM systems such as SFDC and MS Dynamics would also be useful.

You will of course also need to become an expert in the capabilities and business benefits of our products.

Of particular interest are candidates with deeper experience of symbolic AI and rules-based solutions (e.g. Hyperion, PEGA-Systems). These candidates may have experience of authoring basic business rules as well as an understanding of basic process design, data design, formal logic, process optimisation, 3rd party data-sources (i.e. Experian, D&B, Reuters etc.) and typical business requirements around risk, KYC, AML projects etc.

Job Specification - Technical Pre-sales role

Key Responsibilities, Tasks and Attributes

- Work with clients to drive pre-sales discovery to map As-is versus To-be process and help quantify desired outcomes.
- Build value-based ROI business cases to justify large investments.
- Be technically competent and confident to build rules using DSL (scripting) as well as use/demonstrate 3rd party data API's (for example Experian).
- Work with the extended sales, technical and project teams of Artesian and our clients.
- Knowledge of Financial Services, Banking and Insurance, knowledge of Lloyds Banking Group, Metro Bank and other Tier 1 and Tier 2 banks will be a distinct advantage.
- A degree (ideally technical) or suitable professional qualifications.
- Current knowledge of digital transformation technologies, trends and constraints.
- Confident interacting with senior executives as well as technical teams.
- Team player, who upholds professional integrity at all times.
- Entrepreneurial spirit or experience of working for start-up/early stage companies.
- Excellent presenter and author of presentation materials.
- Proven track record of success in similar roles.
- Solid understanding of KYC, AML, Data and other middle office and back office solutions.
- Understand value sell vs feature sell.
- Desire to learn, develop and progress.
- Have presentable, confident and polished appearance.

How to Apply

If this role sounds like you, please send your CV to people@artesian.co