



For more information see:  
<https://www.mosaicdatascience.com/>

Mosaic Data Science, located in the Northern Virginia/Washington, DC Metro area, encourages qualified sales representatives to contact us regarding current full-time, salaried sales opportunities.

Mosaic Data Science is a dynamic, growing data science consultancy solving some of the most complex and interesting problems in industry. As we continue to grow, we are looking to add a Director of Sales to enable the next phase of growth at Mosaic.

This position reports to and works with our Director of Marketing & Sales to follow up on campaigns designed to acquire new clients, including facilitating the sales process to a successful close, and assisting in managing and growing the client relationship over time. The Director of Sales will be responsible for managing leads from initial contact through first meeting, qualification, proposal writing, contracting and close. This role will be critical in leveraging expertise in optimizing sales processes using B2B technology like, Zoominfo, Salesforce, Pardot, etc., to help architect a sustainable growth model. The role will not be a people manager role right away but managing and hiring a team will likely become a responsibility in the coming year(s).

Currently, we receive around several thousand web leads per month and need support turning these into sales opportunities and customers. These MQLs vary in motivation, but we have enabled a robust technology stack to provide actionable data in converting to SQLs and eventually customers. To be successful, you will need to thrive in a fast-paced, team-oriented environment with limited oversight. The expectation is you will manage a book of business as you see fit with support from the data science and marketing team as needed.

Mosaic is in growth-mode and seeks a candidate who can also help architect a scalable sales process. The candidate's opinion will be valued to optimize the current Go-To-Market strategy and execution, technology architecture, process design, analytics/reporting, and overall growth strategy.

You can expect your responsibilities, opportunities, and compensation to grow as quickly as you're willing and able to receive them. You'll enjoy a fantastic benefits package that includes profit sharing and generous personal leave, professional development opportunities, as well as first-rate healthcare and retirement benefits. Most folks who join Mosaic stay for a long time.

Travel as needed to close new relationships and maintain/grow existing clients.



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**Sales responsibilities:**

- Leverage existing relationships to generate a pipeline quickly
- Coordinate with marketing to follow up on inbound leads
  - Work with marketing to tune marketing campaigns
- Use hunter mentality to drive new sales via phone, email, LinkedIn, etc.
- Leverage industry and/or experience to provide insights on improving the sales process
- Manage pipeline of multiple sales opportunities at once
- Input data into a CRM (Salesforce, Pardot)
  - Capture customer information, including needs and problems
- Clearly communicate Mosaic's value proposition and identify potential areas Mosaic can support new customers
- Respond swiftly and courteously to prospect inquiries
- Build rapport with prospects through friendly, engaging communication
- Work with data scientists to develop proposals
- Work with Mosaic contracting team to funnel and complete all contracting paperwork
- Adjust the sales presentation based on success/fail averages

**Qualified candidates will have:**

- Bachelor's degree or higher
- 8+ years' sales experience in an adjacent industry
  - Strong preference given to candidates with knowledge of B2B Analytics – BI – Machine Learning – AI market
  - Strong preference given to candidates with specific industry expertise (Healthcare, Energy, Retail, Manufacturing, Technology, Transportation)
- Excellent verbal communication skills and telephone manner
- Familiar with Windows operating systems
- Experience with Salesforce CRM preferred but not required
- Experience with Pardot preferred but not required
- Experience with Zoominfo preferred but not required
- Proven track record of successful sales experience preferred
  - Client references preferred
- *Must* be a US/Canadian Citizen or Permanent Resident

*All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, religion, sex, sexual orientation, gender identity, national origin, age, disability, or protected veteran status. Mosaic Data Science*



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*takes affirmative action in support of its policy to employ and advance in employment individuals who are minorities, women, protected veterans, and individuals with disabilities.*

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