

**Location: Remote – US based with travel up to 25% of the time**

**Sponsorship: This role does not offer visa sponsorship**

Powerlytics, is a cutting-edge, venture backed data and predictive analytics provider that has developed and commercialized a set of proprietary data assets underpinned by the anonymized tax returns of all US households (150M) and for-profit businesses (30M+). Powerlytics' clients include top 5 and regional banks, credit union platforms, alternative lenders, credit bureaus, asset managers and insurance companies, as well as marketing firms and global consulting firms.

Powerlytics recently closed a fundraising round led by CurqI Collective, a collaborative ecosystem of credit unions that invests in innovative fintech companies to help bring value to credit unions and their members. With this investment and strategic partnership, Powerlytics plans to actively leverage its unique data assets beyond its Credit Union Partner ecosystem to directly help credit unions better serve their members and expand into new segments and markets. To support these efforts, Powerlytics is seeking to hire an Account Executive - Credit Unions (AE-CU) to help drive aggressive growth in the credit union sector.

The AE - CU will report to the Head of Strategic Partnerships and will be responsible for building Powerlytics presence and reputation within the credit union sector to enable rapid revenue growth from this key vertical.

### **Objectives and Responsibilities of the AE - CU**

**Sales:** The AE - CU will play a critical role in developing Powerlytics credit union go-to-market strategy and driving aggressive growth plans within this sector. The AE - CU will be a key presence for Powerlytics within the credit union sector and the primary credit union expert/advocate within Powerlytics.

The AE - CU should be comfortable discussing all aspects of the Powerlytics data strategy and roadmap with credit union leaders including members of the C-Suite.

**Account Management:** The AE - CU will manage ongoing credit union relationships. This individual will need to build trusted collaborative relationships with these customers and partners and should be relentless in driving strong, productive long-term relationships that will result in advocacy for Powerlytics across the credit union ecosystem.

**Collaboration:** The AE - CU will play a highly collaborative role in working with the Operations, Technology, as well as Data and Analytics teams to drive Powerlytics success in the credit union sector. This individual will contribute to and help foster a cohesive, collaborative culture within sales and across the company.

## **Expectations of the AE - CU**

- Working with leadership, develop and drive overall credit union sales and marketing strategy.
- Develop a deep understanding of the credit union marketplace including strategic business needs, product and competitive dynamics and cultural nuances.
- Become a trusted name within the credit union sector and build Powerlytics' reputation as a trusted service provider and strategic advisor in key areas including data, marketing and risk management.
- Drive credit union lead generation efforts which will be anchored in the development and execution of a comprehensive credit union event plan. Represent Powerlytics on-site event efforts to build relationships and drive high-quality credit unions sales leads.
- Drive credit union sales process from initial discovery call through close. Identify credit union needs and match with optimal Powerlytics solution/product, structure proof of concept, drive pricing/proposal development and lead contract negotiation.
- Lead ongoing credit union account management efforts. Ensure seamless account onboarding, drive ongoing account satisfaction (i.e., day-to-day handling of account questions and problem solving), drive renewals and work aggressively to expand relationships to additional use cases while growing advocacy of Powerlytics within the credit union sector.

## **Required Qualifications of the AE - CU**

**Education:** The AE - CU must have at a minimum a Bachelor's Degree. An understanding of financial and economic data is a plus.

**Experience:** Candidates for this position must have a proven track record with a minimum of 5 years of experience in a quota carrying role with at least 3 years working directly with credit unions.

**Sales/Relationship Skills:** The AE - CU should be a highly effective relationship-builder with strong networking skills that will result in high-quality sales leads. Additionally, this individual should be able to present Powerlytics solutions to all levels of credit union executives and leaders and be adept at customer discovery and matching customer needs with products and solutions. Additionally, the AE- CU should have a relentless focus on understanding and solving customer problems.

**Analytics Skills:** The AE - CU should have strong analytical skills and the ability to understand and effectively explain the role data and predictive analytics play in improving credit union risk and marketing outcomes. Experience selling data and predictive analytics solutions is a plus. Experience selling into the credit union Lending, Risk, Marketing or Data functions is also a plus.

**Communication and Collaboration Skills:** Exceptional communication and collaboration skills are required for the AE - CU in order to work effectively with and across departments in addition

to working with clients. This individual will need to be able to discuss data assets and predictive analytics with both technical and non-technical employees and customers.

**Project Management:** A suitable candidate is highly results-driven with strong organizational skills and the ability to multi-task (i.e., manage a large number of prospect and customer opportunities simultaneously).

**Compensation:** Position offers a very competitive compensation package consisting of a base salary, generous commission plan, potential for equity as well as a comprehensive benefits package.

**To Apply:** Please send a message with your resume to [employment@powerlytics.com](mailto:employment@powerlytics.com). Briefly tell us why you are interested in this role and how you meet the requirements listed above. Please also confirm that you are legally authorized to work in the US and do not require a work visa now, or in the future.