**VACANTES SAS:**

**Nombre de la Posición:** Platform/Network Consultant

**Experience and Requirements**:

**Education:** Bachelor Degree in Telecommunications, Systems or related field

**Experience:** At least 2 years of experience in Networks (voIP, PBX, IPCC)

OS: LINUX (expert), **Linux** Red Hat, Windows Server, Programming: Shell-script

ORACLE Database Management, MySQL, Apache, Tomcat, PHP, Java, Web logic (desirable), Computing Infrastructure : Storage equipment SAN (EMC preferred), Networks: Equipment Configuration in OS, DNS, virtualization, IP's

**Certificated in CCNA** or CCNP or CCIE or HCDA or HCDP.

**Major Competencies:** Fluent English

Willingness to travel

**Nombre de la Posición:            SOLUTION CONSULTANT**

**Experiencia y competencias requeridas**:

Escolaridad: Ing. /Lic. En Sistemas o afín.

Experiencia: **3 años** en el ciclo de administración y desarrollo de requerimientos de Software: Análisis, Diseño, Construcción, Pruebas e Implementación. Conocimiento y uso de metodologías de desarrollo como: UML (documentación), RUP (desarrollo), Agile (participación proyectos). Conocimiento y experiencia de frameworks de desarrollo como: MVC, Hibernate, Struts. Experiencia en desarrollos sobre plataformas tipo Web. Conocimientos en herramientas de ETL y OLAP (Data Warehouse). Experiencia en diseño de base de datos, modelado, conceptos de BI.

Competencias Técnicas: Capacidad de negociación y manejo de conflictos. Capacidad de trabajo en equipos interdisciplinarios. Pensamiento creativo en la generación de soluciones y desarrollo de software. Motivación por cumplimiento de objetivos. Capacidades de comunicación escrita y verbal. Capacidad de autoestudio.

***Indispensable inglés 80% conversacional.***

Funciones: Análisis y diseño de desarrollo de sistemas encaminados al soporte de toma de decisiones: Dashboards y reportes BI. Desarrollo de procesos ETL para alimentar repositorios de datos. Desarrollo de componentes de integración de sistemas tipo DWH con sistemas de Base de Datos transaccionales

**Nombre de la Posición: Becario - Construcción de Base de Datos**

**Experiencia y competencias requeridas**:

**Escolaridad:** Estudiante de Lic. Mercadotecnia últimos semestres

**Experiencia:** Imprescindible experiencia de un año en Telemarketing, atención de Servicio al Cliente, venta de Tecnología, hojas de Cálculo, construir Bases de Datos por Industria

**Competencias técnicas**: Conocimiento del mercado PYME y corporativo, paquetería Office, Gusto por atención a clientes. Autoestudio

**Competencias:** Facilidad de palabra, atención al cliente, inglés avanzado

**Disponibilidad:** 9-2 Lunes a Viernes

**Nombre de la Posición:            ACCOUNT EXECUTIVE FOR GOVERNMENT**

Responsible for sales of SAS software products, solutions and services in a high volume, multi-tasking environment to prospective and current accounts.

**Major Responsibilities:**

* + - * Aggressively pursues and achieves a minimum of 100% of assigned quota (annually and quarterly) through sales of SAS Solutions software (as identified in the SAS *“Power to Know”* inverted pyramid) and services.
			* Undertakes detailed research to establish the necessary account situational background to build and maintain a territory plan, account strategy and account plan in “A” level accounts. This may include developing creative ways to position SAS uniquely in each account.
			* Builds high-level strategic relationships, direct contacts and networks in each assigned account, ensuring complete coverage of the executive decision making individuals within the organization’s hierarchy (BoD, CxO, EVP, SVP, VP Level). For the AE, executive relationships will be established with the Deputy Minister (DM), Assistant Deputy Minister (ADM), Director-General (DG) and Director Levels.
			* Independently executes sales strategy to influence decision makers to close business and deliver optimal solutions and services as outlined in the plan for named accounts within the territory. The Account Plan, which is based on an approved and certified template, will outline a multi-year strategy to sell all possible components of the Power to Know pyramid to the account (including a strategy to sell through or with partners) including services.
			* Continually remains vigilant in named accounts within the assigned territory and/or vertical industry to uncover multiple large solution sales opportunities. Manages multiple high value deals concurrently. May work with a Product Sales Executive to execute sales activities related to products identified in the “Information Delivery Architecture” layer of the SAS “Power to Know” inverted pyramid.
			* Leads, orchestrates and delivers sales calls and presentations, partakes in demonstrations to “C” level management.
			* Continually builds and maintains knowledge of SAS Solutions within applicable vertical industry, demonstrates ability to apply this knowledge to address customers’ business pains.
			* Assuming ultimate accountability for end result of all activity in assigned accounts throughout the sales process and in execution of the account strategy, the AE/AE will lead an account team that will include other cross-functional SAS staff to help position value to the account. Consistently seeks a referenceable sale.
			* Prepares and delivers complex quotations, proposals and customer profiles.
			* Anticipates and creatively resolves problems through sales process.
			* Is expected to review sales funnel activity on a weekly basis with sales management and maintain accurate and up-to-date sales tracking data in sales force automation system on a daily or weekly basis. Ensures that a Draft Action Plan (DAP) is in place for each active SSO at funnel stage “C”, “B”, and “A”.
			* Responsible for managing the sales pipeline and maintaining control of sales to ensure reasonable cycle length, sales volumes and win rate.
			* Responsible to leverage internal resources and partner resources as required ensuring the effective delivery of SAS solution and services capabilities to customers. This means a complete working knowledge of our solutions delivery process through SAS Solutions team or through alliance partners

Knowledge, Skills and Abilities

* Knowledge of sales techniques; knowledge of hardware and/or software acquisitions cycles and buying influences.
* Ability to analyze and evaluate territory dynamics and develop a sales plan; ability to communicate technical and business concepts and relate them to SAS applications and user needs; ability to work independently and as part of a team.
* Excellent written and verbal communication skills, strategic selling skills, skills in analyzing and evaluating territory dynamics to develop and implement a sales plan.
* A seasoned, experienced professional with a full understanding of area of specialization; resolves a wide range of issues in creative ways. This job is the fully qualified, career-oriented, journey-level position

***Fluent English.***

**Nombre de la Posición:** Analytic Consultant

**Experiencia y competencias requeridas**:

**Escolaridad:** Licenciatura en Matemáticas Aplicadas, Actuaría, Estadística o similares, Maestría en Estadística, Econometría, Matemáticas, Investigación de Operaciones en **CIMAT** o **IIMAS** preferente.

**Experiencia y Competencia Técnicas:**

Experiencia en programación, de preferencia en lenguajes estadísticos (R, Matlab, SPSS, SAS)

2 años de experiencia en modelación, minería de datos, simulación y/o análisis estadístico o matemático

**Funciones:** Desarrollo de modelos estadísticos, Modelos de minería y Modelos de Pronóstico

**Competencias**: Buenas habilidades en comunicación escrita, verbal e interpersonal.

Habilidad para trabajar con equipos interdisciplinarios. ***Inglés 80% conversacional***

Alta disponibilidad para viajar

**Nombre de la Posición: Operations Sales**

**Experiencia y competencias requeridas**:

**Education:** Bachelor Degree in Business Administration, Finance and MKT o related

**Experience:** Having worked in one of the following areas or related: Sales, Finance and Administration, Operations Management or Contracts +2 years

Elaborating graphical detailed reports at least 1 year

(Desirable)Coming from a big, technology international company

Having reporting direct or indirectly to other countries (at least one)

**Major Competencies:** Advanced management of MS Office programs (mainly excel formulas, functions, graphing and macros)

Internal Customer oriented

Multitasking and well organized

Manage time appropriately (prioritize)

Good communication skills

Excellent English Level (will be evaluated in interview)

Excellent presentation (this position will report to General Management office)

**Functions:** Manage and supervise internal CRM program

Update in a 2 or 3 month basis some revenue and sales report for General Management

Monitor all active opportunities by AE and keep strict control

Elaborate PTG report using different resources: CRM program, Atlas, Finance Department

Prepare, monitoring and modify proposals, Monitoring and trading with customers, Monitoring collection for managing temporary authorization, Monitoring collection to final license management and Obtaining PO to invoice entry.