



## **Technical Business Analyst – Artificial Intelligence**

### **Minimum Requirements**

- Excellent communication skills (both verbal and written). Must be fluent in English
- Minimum 2+ years sales experience in a technology field is required.
- Comfortable making a high volume of cold callings per day.
- Experience in machine learning and artificial intelligence (AI) products and services.
- Post-secondary Diploma in technology program required

### **Preferred**

- Tech-savvy – Ability to learn about new tech (particularly AI) and pay attention to not just the industry, but general tech trends.
- Knowledge in Python, Java script, SQL is an asset.
- Software Engineering, Computer/ System Engineering or Computer Science Degree is preferred
- Strong customer-facing presentation/listening skills
- Highly motivated, energetic and result oriented
- Professional and friendly telephone manner.
- Able to build trust with others and demonstrate a high level of professionalism and integrity. Training for the position will be provided by employer.

### **Description**

Currently, we are looking for a dedicated and ambitious Technical Business Analyst with experience in Computer Vision/ Artificial Intelligence /Machine Learning whose prime desire is to take part in our accelerated growth and expansion. An individual who is eager to learn and interact with clients on a day to day basis

### **Key responsibilities include**

- Conduct research and analysis as needed on current and potential industries and clients related to areas of: Energy, Forests, Minerals / Metals, Earth Sciences, Green Manufacturing, Carbon & Climate Mitigation, Energy Efficiency & Green Buildings, Resource Conservation, and Environmental Protection.
- Learn & understand the commercial technology behind our AI platform.
- Solicit potential clients including cold calling to generate new business.
- Collaborate with the company's Chief Technology Officer to determine necessary strategic technical solutions and sales approaches
- Educate clients about the company's products and services.
- Assess requirements and resources and recommend the appropriate goods or services
- Maintenance and expansion of the daily prospect's database



- Develop reports and proposals as part of sales presentation to illustrate benefits from use of goods or services
- Administer duties related to each optional sale to ensure accurate reporting.
- Provide input into product design where product or services must be tailored to suit clients' needs.
- Estimate costs of installing and maintaining equipment or service.
- Prepare and administer sales contracts.
- Develop projections and forecasts based on reports showing expected sales and the potential effects of new strategies.

### **Benefits**

- Health and Dental benefits