Role: Engineer/ Data Scientist – Full Stack Software Developer

Who we are?

SalesChoice Inc. is a Toronto HQ company that is a SaaS AI Platform, specializing in predictive and prescriptive analytics to End Revenue Uncertainty and Improve Sales Efficiencies.

The company has built an award winning advanced analytics platform that is connected to the SalesForce CRM (SalesCloud) App Exchange and provides diverse AI/ML insights to its B2B (Business
to Business) customer base in mid to large enterprises. Clients are both in USA and in Canada.

The company has built a web based application for CRMs, with an Open API. See more at
www.saleschoice.com.

Our corporate culture has strong values:

1.) Passion is key at SalesChoice as having energy, positive thinking and creating joy for your peers and our customers is key;
2.) Collaboration is at our core as we are a strong teaming and agile culture. We do not value confrontation, or negative perspectives, we welcome thoughtful challenges, deep dialogue, debates on pro-cons, but never any personal attacks or comments that implode confidence.
3.) Customer Centricity – everything we do is about bringing customer value and ensuring each interaction is authentic, and meaningful making lasting impressions. If you are not memorable – customers have no reason to renew their contracts. Relationships make a difference in life and your ability to create memorable customer experiences is key!
4.) Results Orientation – we are a culture that rapidly aligns on the roles/jobs to be done and executes in a quality and focused way to secure the desired outcomes. Activities that do not add value do not mean much at SalesChoice. Hence we set high bars and exceed them and create new high bars.
5.) Data is Everything – as we are an AI software company, we strive to make data speak in new ways in terms of the accuracy of our AI models and our predictions to the simplified UI experiences our clients have come to know us by. You have to love data and tough challenges to work at SalesChoice.
6.) Coaching Culture – we are a knowledge sharing and nurturing culture and the goal is to get everyone to a win outcome. We do not hoard our knowledge – we share and teach others to apply new ways of working and learn from each other every day.
7.) Celebration Focus – we like to give feedback all the time, on did wells or do betters as we believe feedback is like food – We welcome being fed and growing together and celebrating over great meals, fun games, little surprises that make us feel happy and joyful. So expect some great meals as we are a bit of a foodie culture.

Visit our Website to learn more about our core values and leadership behaviors at
www.saleschoice.com

Our Goal
We are looking for a full-time full stack software developer on a contractual basis for the next 12 -24 months.
Ideal candidate is someone who is willing to work independently and learn as you go, but also collaborate with a team to build out our product roadmap.

Expect to be a part of a fast paced environment with a great deal of opportunity to learn and gain experience in an exciting field now called AI GUIDED SELLING.

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he work hours are flexible, and given COVID 19 the work will be completed at your home office, but regular online scrum calls will be planned daily, working closely with the SalesChoice CTO.

The core of our product is data / AI /Machine learning, so someone who loves statistics and has a knack for visualizing data will thrive.

Skills Mandatory (Only Candidates with proven Backend and Front End Skills will be considered):

Backend:
● Java
● SQL variant
Frontend:
● javascript + angular, html + css
Other Skills: (ordered least to most important):
● Experience with version control i.e. github
● Mongo Database
● Redis
● Experience with unix/linux
● Python: numpy / pandas / scikit
Responsibilities:
● Testing/debugging
● User Interface development: knack for design and user interface experience
● Implementing features / services
● Gather/Document functional and technical system requirements
● Write high quality and well-documented code according to accepted standards.
● Participate in project and team meetings and interacting collaborating with team members
● Communication skills key for client interactions in onboarding clients, or in defining customer requirements

Education:
● Recent Masters degree in Computer Science, Computer Engineering is required

Work Experience:

● 2-3 years of programming experience is required as a full - stack software engineer.
● Experience in a Software company is preferred from the start-up community, given speed of execution skills in agile.
● Experience in the areas noted above are critical : no candidates should apply without strong expertise in the areas noted above.
● Preference for strong communication skills given client interactions in set-up and configuration requirements, or developing custom functional specifications, so both verbal and written skills are important to complement excellent coding skills.

Job Types:
Full-time, Contract