Sales Insights Data Scientist

Dropbox
London, UK
20 days remaining

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Dropbox is a leading global collaboration platform that’s transforming the way people work together, from the smallest business to the largest enterprise. With more than 500 million registered users across more than 180 countries, our mission is to unleash the world’s creative energy by designing a more enlightened way of working.

Headquartered in San Francisco, CA, Dropbox has more than 12 offices around the world.

Team Description

Our Business Strategy & Operations team sets and drives key business initiatives across the company. We complement and support product, engineering, sales, and marketing teams across three critical areas: corporate and business unit strategy, business planning and sales operations, and business systems and tools development

Role Description

As a Data Scientist on the Customer Intelligence team, you will help our outbound sales teams identify the most promising sales opportunities. Your focus will be on enabling these teams to work in a more enlightened way, using advanced analytics and AI/ML to understand customer behaviour, thereby helping us create a predictable, efficient, and frictionless sales process. You will also work closely with sales leadership, acting as a trusted thought partner as we make decisions about how to evolve our go-to-market strategy.

Responsibilities

- Work on high-priority initiatives including (but not limited to) account prioritisation and opportunity identification/recommendation
• Partner closely with other data scientists to develop internal and external data sources to be used in propensity modelling and predictive analytics

• Establish scalable revenue-driving initiatives

• Conceptualise, design and build data-fuelled insights to help Dropbox improve analytics for prospects and customers

• Work closely with other team members and the business to develop metrics, KPIs, and insights that provide performance improvement

Requirements

• Master’s degree or higher in computer science, applied statistics, economics, et c.

• Fluency with SQL and Python/R; familiarity with Redshift, Snowflake, and Spark a plus

• Experience as a data scientist in a high-growth technology firm, or strategic project/program lead in management consulting or B2B software (ideally SaaS)

• Experience working with very large semi-structured data sets and integrating them into systems of record

• Ability to solve complex analytical problems using quantitative approaches with a unique blend of analytical, mathematical, and technical skills

• Highly detailed-oriented, exceptional organisational skills, and execution bias

• Excellent judgment and creative problem-solving skills

• Excellent at planning and project management; ability to look ahead to meet regular deadlines and prevent last-minute fire-drills

• Strong desire to take initiative; must thrive on change and be comfortable with ambiguity

Dropbox is an equal opportunity employer. We are a welcoming place for everyone, and we do our best to make sure all people feel supported and connected at work. A big part of that effort is our support for members and allies of internal groups like Asians at Dropbox, BlackDropboxers, Latinx, Pridebox (LGBTQ), Vets at Dropbox, Women at Dropbox, ATX Diversity (based in Austin, Texas) and the Dropbox Empowerment Network (based in Dublin, Ireland).

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