



JOB DESCRIPTION

TITLE:	Solution Architect Risk Business Consulting, Asia Pacific
FUNCTION / CATEGORY:	Presales
REPORT TO:	Abdullo Akhadov Risk Business Consulting, Asia Pacific

SAS is the leader in analytics. Formed in 1976, SAS develops and markets software systems that allow companies to gather, store, access and analyze corporate data to aid in decision-making. SAS has customers at more than 83,000 sites, which span financial services, business, government and higher education.

A core part of SAS business is the provision of Risk Management solutions. These solutions incorporate extensive business content, advanced analytics, and leverage leading SAS data management and reporting tools. SAS is consistently rated as a leading risk technology vendor, and has enjoyed rapid growth in its Risk business.

Focus areas are: Credit risk modeling & Decisioning, Stress Testing, IFRS9, Model Risk Management, Regulatory Risk Management, and Insurance Risk (IFRS17).

Credit risk modelling & Decisioning is a strategic focus area for Asia Pacific. SAS Credit risk modeling & Decisioning components are widely used by banks, telecommunication companies, utilities, credit bureaus worldwide. Currently solutions included into SAS Credit risk modeling & Decisioning are undergoing massive upgrade to support our customers with next generation capabilities.

This role is an opportunity to join one of the world's leading employers, to drive the growth of our Asia Pacific Risk business and actively contribute into product development.

SUMMARY OF ROLE

Risk Research & Quantitative Services (RQS) is the global Risk division in SAS. RQS is responsible for the development of risk solutions. The Risk Business Consulting (RBC) team provides deep domain and technical expertise to support sales and implementation. RBC also provide critical input into the evolution of our risk solutions.

RBC works closely with Sales, Presales, Marketing, Professional Services (responsible for implementation of risk solutions), Alliances and R&D.

This role is for an experienced credit risk professional with a risk management background and understanding of trends in Credit risk modelling & Decisioning to join the RBC Asia Pacific Credit risk modelling & Decisioning team.

PRIMARY RESPONSIBILITIES

Builds a trusted relationship with the Account Executive, and client account to provide practical and theoretical guidance in the business value of proposed solution and set proper expectations to ensure customer satisfaction. Involved in all stages of the sales engagement.
Develops industry specific sales strategy for assigned industry that enables the SAS sales force to establish SAS as the key industry analytics partner to include the following: identifying industry trends and sources of major disruption in the industry, establishing strategic vision and value propositions based on SAS offerings, and articulating a solution capability at the C-level. This sales strategy will address what to sell and how to sell; and will identify any gaps in SAS' existing offerings that need to be addressed.
Develops and maintains relationships with partners, key consultancies, and system integrators to establish focused and effective strategic teaming arrangements.
Participates in activities that demonstrate SAS' industry experience and leadership. May publish industry articles and white papers. Speaks at internal and external industry events. Develop workshops to educate sales/marketing team.
Identifies industry trends and emerging issues and defines SAS' position regarding these trends and issues.
Delivers standard, customized and/or strategic, senior level solution demonstrations and presentations outlining the functional capabilities, competitive advantages and business benefits of the SAS solutions as they apply to client needs.
Participates with senior management to identify and establish objectives, assignments, and goals in accordance with SAS strategic plans; assists in targeting specific customers and business partners to promote industry sales and marketing initiatives.
Works closely with sales staff, sales management, and marketing staff to ensure successful positioning of industry solutions and that a consistent message is communicated to our customers and/or business partners.
Identifies competitor advances in the market.
Identifies sales support resources required to deliver appropriate SAS solution design.

Assists with providing market-driven information for future product direction using industry expertise and direct interaction with customers, prospects, analysts, and other external resources.
Installs SAS solutions and any required supporting products for knowledge sharing and demonstration purposes. Assists in the response to RFI/RFP's.
Required to travel on a frequent basis.
Participates in global product and solution training to acquire and maintain a detailed level of product knowledge of core components of SAS offerings and assigned solution areas, how each solution addresses business challenges, competitive information to identify how our solution stands apart, and what challenges/limitations may be encountered. Can run provide trainings on regional level.

KNOWLEDGE, SKILLS AND ABILITIES

- Strong understanding of credit risk management processes, risk modeling techniques and risk technology, understating of finance processes and accounting principles would be an advantage
- Ability to acquire a detailed understanding of new modeling techniques, programming languages, solution capabilities, and competitive positioning, from a functional and technical perspective
- Ability to understand and translate complex technical and business information to internal/external audiences. Demonstrated ability to present to all levels of an organization. Demonstrated ability for consultative selling
- Out of box thinking. Excellent analytical, and creative problem-solving skills. Facilitation skills. Make it happen approach
- Team player. Creates formal networks involving coordination among groups

EXPERIENCE

- At least 5 years of experience in credit risk management (retail/corporate risk modeling, model validation, risk technology, credit processes, credit risk underwriting, stress-testing, capital/balance sheet management, debt collection)
- Strong SAS programming skills
- Hands-on in Machine Learning would be an advantage
- Degree in Math, Statistics, Physics or Computer Science
- Fluent in English. Any of Asia Pacific languages would be an advantage (e.g. Mandarin, Thai, Vietnamese, Korean).

WORKING LOCATION

- Singapore (other locations can be discussed).
- Regular travel (up to 2w / month) to other SAS locations in Asia Pacific. Occasional travel to other SAS locations in EMEA and US.