

Phone :

Web :

Job Summary

Vacancy :

Deadline : Sep 03, 2024

Published : Aug 03, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Method is looking for a naturally curious problem solver to help connect critical business systems to ensure they feed us the right data, organize that data into real time dashboards and leverage this data to answer critical business questions. You should know SQL and Python or C#, have experience working with databases, love solving complex problems and be excited, not stressed about handling multiple priorities at once.

Method is a B2B SaaS business that offers a CRM tool for small businesses. We have 3500 customers, we are about 100 people strong and we have a lot of data. Your role will be to wrestle those many sources of data into usable insights for people across marketing, sales, product and the executive team.

Your job will be extremely varied although most of the work will fit into one of the following buckets:

- Leveraging data across our multiple tools to produce accurate dashboards, visualize that data and leverage it to find insights. For example, producing a forward looking revenue projection, determining the NRR of a customer segment or combing through our best clients to find usable insights.
- Connecting disparate software tools to ensure our team has the data necessary to complete their job. For example, you might connect customer account data found in our CRM and customer product usage data found Segment to our email tool so that our marketing team can trigger emails based on actions.

This means that you'll need a variety of skills:

- Understanding of how a business works, why a sales team might be asking for a number, how a marketing team may use data, etc.
- Demonstrable proof that you can learn to use new technologies quickly and experience with SQL and Python or C#.
- Some history working with databases, visualization tools (Looker, Tableau, etc.), dashboards, sales automation software, or some combination.
- Some history of working with budgets or projections. You'll be asked to transform what we currently do in Excel into a real time budget.
- A love for digging into problems and pushing through challenging asks.
- A positive, can do attitude. You'll be reporting to the Chief of Staff and he wants to work with people who come to work happy and excited to solve problems.
- Confidence: You are going to be asked to do a lot, you need to be able to prioritize, push back on an ask from a senior member of the team and question whether it's actually a priority etc.

This is an amazing opportunity for anyone but particularly for those who feel that they are stuck in their current role and have a lot more to give if they only had a bit more freedom. In exchange, we'll give you a huge amount of responsibility and impact. You'll be building the insights that drive our company decisions and the dashboards that we look at every day to determine our progress. Eventually, you'll prep board decks and even get to position the company for investment opportunities.

We are looking to attract the right person, not necessarily someone with years of experience across every one of the above list. A great track record helps but natural curiosity and a history of solving your own problems, getting lost in projects, teaching yourself new skills etc. speaks to your capabilities as well. If you are curious, excited about solving problems, a bit restless and eager to prove your worth, come work with Method. We look forward to hearing from you.

Hybrid Policy

At Method we are working on a hybrid schedule. We'll ask that this person work 2-3 days in the office a week from our office in downtown Toronto.

What We Offer

- Fun team collaborative environment.
- Small company experience – working for a small company like Method gives you deep insight to the inner workings of how a software company operates, as you will be expected to be involved in many discussions: It is the kind of experience you can only get from a small company.
- Training – You will receive initial and ongoing training on Method's products, policies and procedures.
- Flexible hybrid policy
- Great downtown location – Method is located right in the heart of Toronto's young and vibrant 'King West' technology hub at the corner of Adelaide and Spadina Ave.
- Competitive salary
- Health care, vision and dental plan.
- Company and team social events.

We thank all applicants in advance, and will contact only those who we wish to interview. No phone calls or agencies please.

Method is an equal opportunity employer for all – regardless of race, colour, ancestry, religion, gender identity, sexual orientation, age, marital status or able-bodiedness. As part of our commitment to be an inclusive and accessible workplace, we're happy to provide accommodations for candidates taking part in the selection process.

Compensation

\$95,000.00 - \$115,000.00 per year

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
