

# Business Value Analyst



Phone :  
Web :

## Job Summary

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Vacancy :  
Deadline : Oct 14, 2024  
Published : Sep 14, 2024  
Employment Status : Remote  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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Arctic Wolf, with its unicorn valuation, is the leader in security operations in an exciting and fast-growing industry—cybersecurity. We have won countless awards for our excellence in security operations and remain dedicated to providing an industry-leading customer and employee experience. Our mission is simple: End Cyber Risk. We're looking for a **Business Value Analyst** to be a part of making this happen.

### About the Role

We are seeking a dynamic and innovative Business Value Analyst to play a pivotal role in the growth and success of our developing Value Program. In this role, you will be instrumental in enhancing the tech stack supporting our Value Program, delivering compelling value presentations to prospects and customers, and collaborating closely with the Enablement team to drive adoption and ensure program effectiveness.

### Responsibilities

*Value Proposition Development and Cross-Functional Collaboration*

- Collaborate with Product Management, Marketing, and the CTO organization to develop and articulate persuasive value propositions for our products, services, and enhancements.
- Work cross-functionally to ensure alignment and drive the successful implementation of value initiatives.

*Customer Engagement*

- Engage with key customers and prospects to understand their business challenges and demonstrate how our product can address those needs.
- Deliver tailored value presentations that resonate with diverse audiences and drive decision-making.

*Thought Leadership*

- Act as a representative of the Value Engineering function in both internal and external forums, including client workshops and partner channel meetings.
- Serve as a trusted advisor, providing strategic insights that reinforce our position as an industry leader.

### Who You Are

- Entrepreneurial mindset with the ability to work effectively both behind the scenes and in front of audiences.
- Open-minded and curious, with a strong willingness to consider diverse perspectives and ideas.
- Unwavering commitment to the highest standards of personal and professional integrity.
- Dedicated to fostering a culture of transparency, open communication, and continuous improvement.
- Driven by a strong growth orientation, a bias for action, and a sense of urgency.
- Proactive and forward-thinking, consistently anticipating challenges and opportunities.

### Minimum Qualifications

- 2-3 years' experience in value/business consulting in the technology space.
- Proven experience as an administrator of business application tools (experience with Mediafly preferred).
- Exceptional communication and presentation skills, with the ability to influence stakeholders across various levels.
- Demonstrated success in a fast-paced, dynamic environment, particularly within a B2B SaaS context.
- Proven experience in the B2B SaaS context
- Strong track record of driving cross-functional collaboration and building productive working relationships.
- Knowledge of cybersecurity and an understanding of risk management calculations from an actuarial perspective.

### Preferred Qualifications

- Bachelor's degree in Marketing, Business, Economics, Engineering, or a related field.
- Experience with Mediafly.

### About Arctic Wolf

At Arctic Wolf we're cultivating a collaborative and productive work environment that welcomes a diversity of backgrounds, cultures, and ideas to make our teams even stronger as we grow globally. We've been named one of the 50 Most Innovative Companies in the world for 2022 (Fast Company)—and the 2nd Most Innovative Security Company. This is in addition to consecutive awards from Top Workplace USA (2021, 2022), Best Places to Work - USA (2021, 2022) and Great Place to Work - Canada (2021, 2022).

### Our Values

Arctic Wolf recognizes that success comes from delighting our customers, so we work together to ensure that happens every day. We believe in diversity and inclusion, and truly value the unique qualities and unique perspectives all employees bring to the organization. And we appreciate that—by protecting people's and organizations' sensitive data and seeking to end cyber risk— we get to work in an industry that is fundamental to the greater good.

We celebrate unique perspectives by creating a platform for all voices to be heard through our Pack Unity program. We encourage all employees to join or create a new alliance. See more about our Pack Unity [here](#).

We also believe and practice corporate responsibility, and have recently joined the Pledge 1% Movement, ensuring that we continue to give back to our community. We know that through our mission to End Cyber Risk we will continue to engage and give back to our communities.

All wolves receive compelling compensation and benefits packages, including:

- Equity for all employees
- Bonus or commission pay based on role
- Flexible time off, paid volunteer days and paid parental leave
- 401k match or RRSP
- Medical, Dental, and Vision insurance
- Health Savings and Flexible Spending Agreement
- Voluntary Legal Insurance
- Training and career development programs

Arctic Wolf is an Equal Opportunity Employer and considers applicants for employment without regard to race, color, religion, sex, orientation, national origin, age, disability, genetics, or any other basis forbidden under federal, provincial, or local law. Arctic Wolf is committed to fostering a welcoming, accessible, respectful, and inclusive environment ensuring equal access and participation for people with disabilities. As such, we strive to make our entire employee experience as accessible as possible and provide accommodations as required for candidates and employees with disabilities and/or other specific needs where possible. Please let us know if you require any accommodations by emailing [recruiting@arcticwolf.com](mailto:recruiting@arcticwolf.com).

### Security Requirements

- Conducts duties and responsibilities in accordance with AWN's Information Security policies, standards, processes and controls to protect the confidentiality, integrity and availability of AWN business information (in accordance with our employee handbook and corporate policies).
- Background checks are required for this position.
- This position may require access to information protected under U.S. export control laws and regulations, including the Export Administration Regulations ("EAR"). Please note that, if applicable, an offer for employment will be conditioned on authorization to receive software or technology controlled under these U.S. export control laws and regulations.

[Apply for this job](#)

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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