

Sales Development Representative

Description

Who we seek: We are hiring an Outbound Sales Development Representative with 1+ years of prior SaaS sales development experience who is eager to build a career in cybersecurity software sales. You will play a crucial role in driving the growth of our business by working closely with a set of dedicated Regional Sales Managers to identify and generate new business opportunities at key enterprise accounts. The ideal candidate has a proven track record of success in cold calling C-level executives, building and executing strategic messaging and campaigns, excels in account planning and persona mapping, and has experience with a sales CRM and tech stack. The role comes with significant room for growth and is ideally suited for someone looking to develop their career into a closing sales role. What Youâ€™ll Do: Delight, intrigue, and educate prospective customers as their first interaction with BigID, creating a great first impression and setting the stage for long term relationships. Conduct inbound and outbound prospecting to identify and qualify potential customers through phone calls, emails, social media and other creative avenues. Research, identify, and map key decision-makers within target accounts in coordination with your assigned Sales team. Develop and execute strategic outbound campaigns to generate interest and secure meetings. Maintain accurate records of prospecting activities and manage leads in our CRM system. Collaborate closely with the sales and marketing teams to ensure alignment and maximize opportunities. Stay up to date on industry trends, market conditions, and our product offerings to effectively communicate value propositions to prospects. Achieve and exceed monthly and quarterly targets for qualified meetings and pipeline generation. What youâ€™ll bring: 1+ years of prior SaaS sales development experience. Strong desire to pursue a career in sales, with the ambition to grow into a closing sales role. Competitive, results-oriented mindset with a passion for achieving and exceeding targets. A tenacious individual who isnâ€™t afraid of taking initiative and handling rejection. Proven track record of success in cold calling C-level executives. Excellent communication and interpersonal skills, with the ability to build rapport and engage prospects. Highly organized and able to manage multiple tasks and priorities. Experience with account planning and persona mapping. Proficiency with CRM software and sales tools. Team player with a collaborative approach and a willingness to support colleagues. Interest in cybersecurity and a passion for relationship building and collaboration. Our Values: We look for people who embody our values – Care, Do, Try & Shine. Care – We care about our customers and each other Do – We do what it takes to make a positive impact Try – We try our best and we donâ€™t give up Shine – We shine and make it our mission to always stand out Whatâ€™s in it for you?! Our people are the foundation of our success, and we prioritize offering a wide range of benefits that make our team happier and healthier. Equity participation – everyone shares in our success Flexible work arrangements Other compulsory benefits based on country of residence #LI-Remote #LI-KL1Please mention the word ****UNFAZED**** and tag **RMzQuMTQ1LjlyMC41NQ==** when applying to show you read the job post completely (**#RMzQuMTQ1LjlyMC41NQ==**). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

BigID

Job Location

Sydney, New South Wales, Australia

Base Salary

\$ 60000 - \$ 105000

Date posted

June 12, 2024

Apply Now