



TARGET DEFENSE

RECRUITMENT VACANCY

BUSINESS DEVELOPMENT EXECUTIVE

JOB TITLE	Business Development Executive
LOCATION	Orlando, FL
CONTRACT	Full-Time
SALARY	\$40,000 + \$10,000 OTE

OVERVIEW

Target Defense are looking for an individual with a confident and professional telephone style who can support and accelerate our already fast growth in the market.

The role is business development focused and involves making a high level of daily sales calls to prospective clients explaining the benefits of the Target Defense products & services. With the ultimate aim of generating leads and appointments with senior decision makers, while owning opportunities from initial call to signed order.

You will be responsible for driving new business enquiries via outbound activities, with full back-up from the existing sales & support teams. You will spend the majority of your time calling people out of the blue, so you'll need to win them over quickly and explain technical products in a concise manner. Success will come from building up trust, rapport, and suggesting products and packages to help solve the prospects pain points and secure an order.

Previous B2B sales experience is desirable but not essential however determination, motivation and a positive attitude is a must! You will be joining a rapidly growing team, who are continually striving to outperform their previous achievements. In this role you will need a flexible approach and be comfortable in the knowledge that the responsibilities of this will evolve as the company continues to grow and expand the services it provides.

Our standard working hours are 8:30am to 4:30pm EST Monday to Friday.

Applicants should be determined, confident and engaging as well as highly motivated to maximize their earnings through our generous uncapped commission scheme. We have a positive and inclusive working environment and offer several additional benefits and rewards.

RESPONSIBILITIES

- Business-to-business (B2B) lead generation and sales prospecting
- Balance the reaching of sales targets with providing best-in-class customer experience & support
- Outbound cold calling, gathering sales intelligence, handling objections
- Manage own workload/call backs via KPIs (key performance indicators)
- Record outbound call history and customers response in detail
- Build and maintain a pipeline of opportunity
- Deal with key decision makers

SKILLS AND EXPERIENCE REQUIRED

- Confident and professional on the phone
- Extremely motivated, hungry to close deals and earn excellent commission
- Customer-centric approach to sales with a 'can-do' attitude
- Ability to learn new technology and demo products to prospective customers
- Prior sales experience, ideally in a B2B telesales environment
- Proven track record in achieving or exceeding sales targets
- Team player willing to go above and beyond to help shape our rapidly-growing company
- Excellent organizational and time management skills, with the ability to multi-task
- Excellent verbal and written communication skills
- Professionalism and high attention to detail
- Excellent PC skills, including a working knowledge of MS Office

DESIRABLE SKILLS

- Experience of working in IT or Cyber Security sales would be a significant advantage
- Knowledge of technology would be a significant advantage
- Experience in using CRM systems, specifically Pipedrive
- Experience of LinkedIn Sales Navigator & ZoomInfo

PERSONAL ATTRIBUTES

- Excellent written and oral communications skills;
- Able to build strong and effective working relationships at all levels, including senior stakeholders;
- Resilient with the capability to work under pressure in a fast-paced corporate environment;
- Adept at problem-solving with a can-do attitude;
- Professional and sensitive to the confidential nature of the work handled by the legal department.

Benefits

- 25 days annual PTO
- An additional day PTO for your birthday;
- 401k (US) contribution;
- Subsidized gym membership;
- Frequent team events;
- Relaxed working environment;
- 100% Health Insurance Coverage (individual cover only);
- Learning Allowance Benefit – a reimbursable benefit of \$100 per year for you to spend towards your personal career development;
- Flexible working policy.

Please note that as part of the recruitment process various records checks will be carried out by an authorized third party.

YOUR BEST DEFENCE AGAINST CYBER THREATS

Target Defense is the US sales arm of innovative cyber security pioneer Bulletproof. Bulletproof is a UK-headquartered organization that provides its cyber security services globally. Target Defense services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your critical business data. Target Defense's core belief is driving innovation through our range of cyber security products to deliver true value to the US market and beyond. Key to our success is the in-house SOC (Security Operations Centre). This is the command center of our cyber security operations, home to security analysts and researchers as well as being the base of operations for our penetration testing and scanning teams, as well as our strategy/compliance consultants.

Target Defense (Bulletproof) is:

- CREST approved
- Tigerscheme certified
- PCI DSS v3.2 Level 1 Service Provider
- Cyber Essential Plus certified
- ISO 27001 certified
- ISO 9001 certified
- Certified Ethical Hacker (CEH)
- ISO 27001 Implementer
- CCNA and CCNP Security

Our Staff are:

- CREST approved
- Certified Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Tigerscheme Qualified Security Test Member (QSTM)



1-800-943-2799

contact@targetdefense.com

www.targetdefense.com