



TARGET DEFENSE

RECRUITMENT VACANCY

ACCOUNT EXECUTIVE (INBOUND)

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LOCATION	Orlando, FL
CONTRACT	Full time
SALARY	\$60,000 + \$60,000 OTE

OVERVIEW

Target Defense is looking for a self-motivated individual with a confident and professional manner who can support and accelerate our growth in the market.

You will be responsible for processing new business enquiries via inbound activity, with full back-up from the existing sales & support teams. You will spend the majority of your time handling leads coming into the business, either through our webform or over the phone. Success will come from building up trust, credibility, rapport, and suggesting products and packages to help solve the prospects pain points and secure an order.

We are looking for a candidate to hit the ground running, so proven sales experience in B2B sales is required. Ideally this experience would be in the IT/Cyber Security space, but not essential. What is essential is determination, motivation and a positive attitude.

In this role you will need a flexible approach and be comfortable in the knowledge that the responsibilities may 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 maximise their earnings through our generous uncapped commission scheme. We have a positive and inclusive working environment and offer several additional benefits and rewards.

PRIMARY RESPONSIBILITIES

- Provide a first-class sales service to clients via our inbound channels (both webform and telephone) from initial inquiry through to sales closure
- Build relationships with our customers and be the reason they want to continue using our services by delivering the kind of positive experience they'll want to tell their friends and colleagues about
- With a customer-centric approach, progress clients through our sales process, including gathering sales intelligence and objection handling, acting as a trusted adviser
- Balance the reaching of sales quotas with providing best-in-class customer experience & support
- Organise and manage own workload as appropriate to ensure efficiency
- Receiving and handling inbound & outbound phone calls, as well as communicating both commercial and technical information via email
- Meet and exceed all KPIs
- Record call history, activity and customers response in detail within our CRM
- Build and maintain a pipeline of opportunity
- Deal with key decision makers
- Align with company values

SKILLS AND EXPERIENCE REQUIRED

- Previous Sales or Account Management experience in a B2B (Business-to-Business environment) is highly advantageous
- Confident, engaging and professional telephone manner
- Self-motivated, self-starter, with a 'can-do' attitude, hungry to close deals and earn excellent commission
- Prior B2B sales experience
- 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
- Ability to communicate clearly and concisely while building rapport and trust

- Customer-centric approach to sales; understanding their needs and drivers with the ability to handle objections and remove barriers
- Strong Microsoft Office skills with experience of using a CRM (we use Pipedrive, and will provide full training)

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

PERSONAL ATTRIBUTES

- Ability to remain calm under pressure and meet deadlines
- Strong organizational skills with a high attention to detail
- Strong emotional intelligence & ability to adapt to differing stakeholder levels
- Ability to prioritize and handle multiple tasks at any given time
- Pro-active and enthusiastic with a can do attitude
- Excellent verbal and written communication skills
- Good commercial acumen
- Ability to work on own initiative as well as being a team player
- 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
- Sales experience essential, ideally security/cyber/related areas
- Proven track record of 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
- Professionalism and high attention to detail
- Excellent PC skills, including good working knowledge of MS Office

TARGET DEFENSE BENEFITS

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

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

ABOUT US

TARGET DEFENSE

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 Information Systems Security Professional (CISSP)
- Certified Information Security Manager (CISM)
- Tigerscheme Qualified Security Test Member (QSTM)
- Certified Ethical Hacker (CEH)
- ISO 27001 Implementer
- CCNA and CCNP Security

Our Staff are:

- CREST approved



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