

SiteLock Needs Business Development Representatives!

SiteLock is the Global Leader in business website security and is the **only** web security solution to offer complete, cloud-based website protection. We find and fix threats, prevent future attacks, accelerate website performance and meet PCI compliance standards for businesses of all sizes (basically like Batman if Gotham City was the internet). Our mission is to protect every website on the internet (yes, we know that's a colossal goal, but we are THAT good), that's why we need talented people like yourself to join our ever-growing team!

That's Nice, But What's The Job?

The role of a Business Development Representative is to seek new business opportunities by contacting and developing relationships with potential customers. To be successful in this role, you should have previous experience cultivating leads and meeting sales quotas. You will use your communication skills to develop strong relationships with customers. You will also ensure proper after-sales service. We only hire motivated, energetic and results-driven people who enjoy working in a team environment.

Our mission is to "Secure every website on the internet".

The following is intended to better outline how YOU as an individual, contribute to the overall success of OUR mission!

What Are We Looking For?

We are looking for folks with strong persuasive ability and technical know-how to join our Sales Team. But more specifically...

- 3-5 years of successful, proven inside sales experience
- Excellent communication and negotiation skills
- Hands-on experience with multiple sales techniques (including cold calls)
- Track record of exceeding sales quotas
- Experience with CRM software (e.g. Salesforce/Sugar CRM)
- Understanding of sales performance metrics
- Communicates effectively with prospects, customers, peers and leadership
- Ability to deliver engaging presentations

Nice To Haves

- Experience in customer retention
- Experience in website security, Web Application Firewall, ecommerce, webhosting and/or technical industry

Anything else? Absolutely.

SiteLock was recently awarded the Best of Cool award for our great culture by BestCompaniesAZ and are one of the Best Places to Work as awarded by Arizona Business Journal. Essentially, we offer a relaxed, friendly, fun and upbeat environment since we work here too! SiteLock is also the Fastest Growing Software Company in Arizona two years in a row per Deloitte's Fast 500, and we aren't slowing down anytime soon!

So What About The Perks? Perks Matter.

- **Medical, Dental and Vision.** SiteLock pays a nice chunk of your premiums to keep the cost as low as possible for our employees.
- **10 days of PTO, 5 Sick days and 7 paid Holidays.** Because who doesn't love time off?
- **Benefits like 401(k), company paid life insurance, short and long-term disability.**
- **Casual Dress.** Come dressed in jeans (you'll fit right in with the rest of us).
- **Game Room.** Gimme a break – no, not a Kit Kat ad but we do have a ping-pong table, shuffle board and PlayStation if you ever need a break in your day.
- **Wellness Program.** We want our employees to be the best versions of themselves. That's why we offer a Wellness Program that includes an in-house Fitness coach, back massages, allergy testing, biometric screenings and much more!
- **Growth opportunities.** When we grow... our people grow! Our plan is to double in size by 2021. In order to do that, we need to develop our team members and foster their knowledge in cyber security and business.