

SiteLock Needs An Inside Channel ISV Representative

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?

As an Inside Channel ISV Representative, you will be responsible for driving partner recruitment and onboarding into SiteLock's ISV (Independent Software Vendor) partners within the Hosting, MSP, VAR, and Teleco markets. ICISVR's represent the entire range of company products and services to prospective partners though may focus on a specific solution or product set if focused in a partner vertical market. But more specifically...

- Calling prospective partners and converting prospects via SiteLock's ISV partners.
- Deliver on daily and monthly recruitment and conversion goals
- Assisting partners with product knowledge and enrollment processes into SiteLock's ISV partners.
- Identifying partners business goals and needs
- Leverage problem solving skills to respond and follow up on inquiries by email and phone
- Attend training to develop knowledge and skills

How Is Success Measured In This Role?

- Achieves assigned daily and/or monthly partnership signups into SiteLock's ISV partners.
- Meets assigned expectations for profitability.
- Completes partner account plans that meet company standards.
- Completes required training and development objectives within the assigned time frame.
- Manage and grow Pipeline of prospects and report on overall pipeline metrics

What Are We Looking For?

- 0-1 years of prior channel sales experience
- Experience in selling over the phone is a requirement
- Ability to identify solutions to problems
- Ability to use MS Office, particularly Excel and Word, Internet and email.
- Bachelors degree in Business or equivalent combination of education and related work experience.
- Ability to prioritize and handle multiple tasks.
- Strong organization skills; superior attention to detail.
- Excellent presentation skills.
- Ability to work the required hours of the position.
- Ability to travel if requested and/or required
- Intermediate to Advanced Microsoft Word, Excel, Access, and PowerPoint skills.

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.
- **15 days of PTO 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).
- **Free Food.** Yeah, you heard that right! To make Mondays feel less like Monday, breakfast is provided and to make Fridays even better, lunch is catered in.
- **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.