

SiteLock Needs an Inside Sales Manager!

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 an Inside Sales Manager is to coach, train, develop, motivate, encourage and improve everyone on your team to reach their full potential and over-achieve sales targets. You will hire and develop your team to overcome objections, create pipeline, close deals and generate revenue for the business. You will lead your team in "The SiteLock Way" providing phenomenal customer experience and securing long term growth of the business. You must align yourself and your team to the SiteLock mission. Our mission is to "Secure every website on the internet".

The following is intended to better outline how YOU as will lead your team and contribute to the overall success of OUR mission!

Here's the What

We hustle and we WIN. At its core, our business educates website owners on the vital need for security measures online. Our leadership team must educate our Inside Sales Representatives on the vital role they play in securing our mission. We as leaders must coach and develop our teams and show them the path to winning. We are not desk jockeys, we are in the trenches with our people as they wage war on the cyber criminals attacking our current and potential customers. It is our job as leaders to provide our people with all the tools, resources, motivation, encouragement, training and guidance for them to be successful. We spend our days coaching and developing greatness. Proactively connects with prospective customers through inbound and outbound calls to understand their needs and educate them on the importance of securing their websites.

- Participate in the hiring and selection process to develop a high-performance sales team to align with the SiteLock values and sales methodology
- Working side by side with your team and helping them hit and exceed their monthly revenue targets
- Conducting weekly 1:1's with all agents to provide leadership and support to maximize productivity and meet department sales goals
- Measure and hold team accountable to fundamental KPI's
- Build a solid foundation and culture of accountability and coaching on your teams
- Cultivate an environment where motivated people will be successful

Here's the How

We do this through following a simple sales model Engage, Identify, Solve and Close.

- **Engage.** We engage with customers where they are at, whether that's from inbound activity because they have a need now, or if we are reaching out to our pipeline and generating interest through more traditional sales activities

- **Identify.** Through talking with customers, we identify the opportunity for potential products and services by connecting with them and fully grasping their online goals, and helping them achieve their website dream. We identify opportunity, need, budget and timeframe.
- **Solve.** We are 100% focused on solving the customer's issue, whether that means getting them to the support department, back to their host, or choosing the product/service that will best fit their current issue. We solve their security needs in every interaction.
- **Close.** When we identify an opportunity that our products and services will solve, we then close the customer on WHY SiteLock and website security are the right choice for them.

Here's the Why

We care deeply about everyone's success online, as the online world grows and continues to be a gathering point for transacting business, connecting with others, providing a place for everyone to share their stories and start their businesses. SiteLock is committed to providing the education and security necessary for our customers and their visitors to have a phenomenal online experience. We are committed to helping small businesses and the everyday consumer succeed in this vast, ever expanding online world.

What We Are Looking For

We are looking for a leader in the sales industry with these characteristics and qualifications:

- Aligns with The SiteLock Way
- 5-7 years successful management experience in a high volume, transactional sales environment managing inbound/outbound sales people, ideally in web tech or SaaS
- Bachelor's degree in relevant field or equivalent work experience
- Skilled in all aspects of the sales cycle, from intro to close and everything in between
- Experience in analyzing daily, weekly, monthly sales trends and KPI's to develop plans to effectively increase performance in all areas
- Strong leadership and performance management ability
- Strong verbal and written communication skills
- Proven ability to perform in highly competitive environments
- Demonstrated ability to multi-task with high priority varying projects
- Innate ability to problem solve and critically think through situations
- Demonstrated proficiency in MS Office products
- Operates efficiently under pressure

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.