

SiteLock Needs Senior Inside Sales 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 an Inside Sales Representative is to connect with current and prospective SiteLock customers and provide them with a phenomenal experience. By remaining inquisitive and solution oriented we will build our brand and customer base exponentially.

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

Here's the What

Essentially, we hustle by picking up the phone to reach our customers (the website owners) and educate them on the vital need for security measures online. Their goal is to have a flawless business experience when launching and maintaining their web presence. We help them accomplish that by providing proactive, preventative and reactive forms of protection for their websites. We secure their web files so they can have peace of mind while operating their online presence. Our mission is to "Secure every website on the internet".

- Proactively connects with prospective customers through inbound and outbound calls to understand their needs and educate them on the importance of securing their websites.
- Determines customer requirements and expectations to recommend specific offerings and solutions
- Effectively communicate the value of the products to the customer to help overcome objections
- Manages pipeline with a wide range of customers in the CRM system to maximize ROI and gain share of wallet
- Accurately maintains forecast and pipeline to ensure quota achievement
- Communicates effectively with prospects, customers, peers and leadership
- Performs ongoing analysis of sales pipeline and takes necessary measures to increase prospective customers in the sales funnel
- Drives outbound sales campaigns and manages a variety of transactional as well as complex sales cycles
- Maintains data integrity of internal systems, pipeline and CRM data

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 folks with strong sales and technical know-how to join our Sales Team. But more specifically...

- Aligns with The SiteLock Way
- 4+ Years of inbound/outbound sales experience, ideally in web tech or SaaS
- Bachelor's degree in relevant field or equivalent work experience
- Strong verbal and written communication skills
- Strong negotiation skills
- Strong organization and time management skills to balance between inbound and outbound priorities
- 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
- 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.