

## Full Job Description

**Job Title:** Business Development Representative, NET-WALL

**Job Function:** Selling our Net-Wall Cybersecurity solutions to accounts across Canada

**Job Location:** This is a work from home opportunity, but we prefer a bilingual Montreal-area candidate who can easily travel to local customers.

### Who you are:

You are a fluently bilingual, passionate people-person who loves the dynamics of building relationships with your prospects and customers.

You are customer-focused, revenue-driven, and understand how to create value for your customer. You accept the challenge of ensuring that our customers remain happy while also increasing revenue.

You are proactive. You can't just sit around and wait to take action - you're ready to take charge.

You are forward-looking and continuously strategize on where to find growth in new and existing accounts.

If this role sounds like it might be the next step in your career, we invite you to join our team, working in a fluid environment as we continually learn and grow.

### About the Role

Net-Wall Internet Security Inc. is seeking an energetic, self-driven Inside Sales Representative to drive revenue from new and existing accounts.

In this role, you will sell our vendors' cybersecurity solutions and generate leads, open opportunities and directly drive a high volume of transactions in both new and existing accounts.

### You will perform the following:

- Identify and qualify new opportunities within assigned accounts
- Develop and maintain a strong working knowledge of Net-Wall vendor solutions
- Identify and qualify prospects through proactive outbound calling, establishing a line of communication with key contacts while creating an interest in the Net-Wall vendor solutions portfolio
- Assist in the development and execution of targeted marketing campaigns
- Regularly log all activities into HubSpot and report results

[www.net-wall.com](http://www.net-wall.com)

- Interface with customer prospects. Provide product information and appropriate follow-up
- Generate quotes and proposals that address customer needs
- Create demand for products and services through focused call/email/social media campaigns
- Monitor leads from multiple online sources
- Participate in sales and market training as directed by management
- Follow up on new leads and referrals resulting from field activities, exhibitions, etc.
- Assist throughout the sales process on quoting, deal updates, and escalations as needed
- Ensure any customer sat issue is resolved in a timely manner
- Close business

## Qualifications

- One or more years of successful of technology sales experience in similar space/accounts with proven track record in:
  - Proactively identifying new contacts, programs and opportunities within assigned accounts
  - Understand how to navigate and leverage customers to drive additional pipeline and revenue
  - Develop and maintain strong relationships both internally and externally
  - Demonstrated, verifiable achievement of consistent, over quota attainment.
  - Great communication skills, organizational, collaboration, and ability to navigate a matrixed organization.

## The Unique Value of Net-Wall Internet Security Inc.

At Net-Wall we provide our customers with a best-in-class portfolio of Cybersecurity solutions

Through our breadth of solutions, we are uniquely positioned to help our customers solve business problems and deliver against the needs and opportunities of Hybrid IT, from mainframe to mobile to cloud. We're a pure-play company –we are designed from the ground up to sell and support enterprise cybersecurity solutions.

We also have the strong operational foundation, proven over 15 years of experience, to deliver on our commitments to our customers.

At its heart, Net-Wall is about letting customers choose what's right for them, without the need to compromise. Our job is to help them, and to enable that hybrid model to bridge the old and the new to maximize the value of existing investments.

### Requirements:

- 1+ years of experience with customer service or sales account management
- Comfortable working with remote teams
- Reliable, smart, honest, organized, positive, personable
- Self-motivated, and comfortable with little supervision

- Excellent written and spoken English and French communication skills
- Comfortable with Mac, Windows, Chrome, iOS, CRM, video communication tools
- Quick learner and eager to use new tools
- Creative problem solver with close attention to detail

Tech needed for the job:

- High-speed, reliable Internet connection

Preferred Experience & Skills:

- College education
- 1+ years working remotely