

Inside Sales Representative (Contract to hire)

Location: Zartech office – 12000 Ford Rd, Suite A463, Dallas, TX 75234

Position Overview

Zartech, a Dallas area startup, has created a game-changing cybersecurity software to help organizations improve their cyber security defenses, reduce business risk, and meet regulatory compliance needs.

Zartech is looking for a Sales Development Representative to primarily setup introductory demo meetings for sales account manager. Our SDRs play an integral role in the growth of our company and we are looking to expand our team even further in 2020.

This contract position is for candidates who can work on both PST and EST time zones.

Compensation: The position pays \$30,000 base, plus \$100/meeting that is setup and attended by the lead. Potential to earn over \$50,000 per, which includes base plus commission. Chance to start a career in cybersecurity and compliance industry.

Responsibilities

- Schedule qualified appointments for our outside sales team
- Update customer relations management (CRM) database with notes and call info
- Identifying key buying influencers within these prospects.
- Developing new business via telephone to introduce them to Zartech and identifying appropriate buyers within the target market.
- Working with the Sales team to develop and grow the sales pipeline.
- Growing your sales skills to uncover ways Zartech can add value to our clients.

Minimum Qualifications

- At least 1-2 years of sales work experience performing cold calls preferred
- CRM experience would be nice to have
- Polite, professional and articulate communication skills
- Outstanding organizational skills and attention to detail
- Self-managed professional who can manage multiple tasks
- Strong phone presence and ability to overcome objections
- Phenomenal work ethic with the willingness and desire to go above and beyond for prospective clients
- Strong listening skills and sense of responsibility
- Ability to work independently in a fast-paced, enterprise environment

Job Types: Contract to hire.

To apply, please send your resume to career@zartech.net