

## Sales Representative

### SpearTip - Mission Statement

Our mission is responding and protecting our partners from cyber threats around the clock.

### Core Values

#### Tenacious

- Tireless in our pursuit of answers; never give up until we find a solution
- Resolute in our desire to exceed client expectations
- Insistent on holding ourselves to a higher standard

#### Consistent

- Develop, follow, and improve internal processes to achieve our corporate vision
- Listen, ask questions, get the facts, make better decisions
- Committed to be the best
- Focus, focus, focus!

#### Decisive

- Get it done, don't delay it
- Overcome roadblocks, push through issues
- Act with autonomy; make intentional decisions

#### Continuous Learning

- Grow our people to grow the business
- Enrich our minds to improve our company culture and personal life
- Help others to excel; serve as a knowledge base for each other, our clients, and our community

#### Accountable

- Uncompromising integrity, always transparent, honest, and direct
- Treat others with dignity, care, empathy, and consideration
- Rely on others and be reliable
- Demand excellence

#### Collaborative

- Partner with our clients to produce superior results
- Be a team player; seek input and advice from co-workers
- Make it a practice to listen first and then to be heard

### Position Description

“Hey, you would be a great salesperson!”

Have you heard this from your co-workers or friends? Do you currently work in a support, engineering or customer service role and think you have what it takes to succeed in sales?

SpearTip is a rapidly growing cyber security company with openings for both inside and outside sales. As a sales representative you will be driving new revenue by prospecting potential clients and establishing new partnerships on a daily basis.

Not sure what we do? Check out our website at <https://speartip.com>.


### Characteristics Requirements


Not all of the following requirements are expected for every potential candidate. SpearTip considers both the character of person and their experience when making hiring decisions. For a strong candidate, SpearTip is willing to offer training (internal and external) to fill knowledge gaps.


### Personal Attributes:



Creative brainstormer willing to build solutions collaboratively to solve complex cyber security problems


 Self-motivated, decisive decision maker with the ability to take ownership and willingness to be accountable

 Willing to stick with difficult problems to consistently produce the best solution for our partners and willing to champion new technology and different approaches

 Desires to be immersed in a training culture to both develop others and improve self

### **Educational and Experience:**

 Minimum three years working experience in sales or customer service.

 Four-year degree from an accredited university or equivalent experience.


### **Responsibilities:**


- Prospect potential partners that fit SpearTip's target market
- Leverage marketing resources to communicate with prospects
- Articulate compelling reasons why someone should leverage SpearTip as their security partner
- Run an effective sales process to convert prospects into security partners
- Assist your team in improving and reaching goals
- After training, meeting sales activity requirements and quotas
- Other duties as assigned
- Participate in the EOS process and L10 meetings
- Responsibilities subject to change at the discretion of company leadership


### **Benefits:**


 Competitive Commission Structure

 Health Insurance Coverage – 100% coverage plan, current employee contribution is \$0

 Dental & Vision Coverage – current employee contribution is \$0

 Participation in 401(K) Plan, employer match of 100% for the initial 3% of contribution and 50% for next 2% of contributed funds, immediate vesting

 SpearTip approved holidays (currently 8 approved holidays)

 Personal leave days