

Job Description

Inside Sales Representative

SPHERE is seeking a self-starting and experienced sales professional to join our team. Your passion for building successful customer relationships will shine as you help some of the largest companies in the world protect themselves from emerging security threats. As an Inside Sales Representative, you will sell SPHERE's products and services to the top decision makers in a wide variety of industries. A successful representative will learn the ins and outs of the prospects or customers' business to build a strong value proposition that will address their business needs. This role is designed to provide individuals with quick advancement opportunities to join SPHERE'S outside sales team and sell to large enterprise customers.

As an incoming Inside Sales Representative, you will be provided with education and training on SPHERE products, our value proposition, and how it relates to the industries we serve. Over the course of training, the ability to convey the value of SPHERE products to the top positions within the cyber security industry will be required.

Essential Functions:

- Prospect and identify key decision makers within a geographical region.
- Present and sell SPHERE products and services to current and potential clients.
- Perform sales activities that include but are not limited to prospecting, cold calling, booking appointments, performing demos, and creating business proposals.
- When ready, present to C-Level prospective clients as well as to resellers through effective product demonstrations.
- Establish and maintain current customer relationships by responding to customer requests and managing/resolving customer issues.
- Participate in marketing events such as seminars and trade shows when necessary.
- Percent of travel varies by territory.

Requirements:

- Prior experience selling security software products through channel partners is a plus.
- HubSpot/Zoom Info experience is an added plus.
- Effective communication and presentation skills.
- Strong sense of urgency and the ability to thrive in a fast paced, dynamic environment.
- Willingness to learn technical aspects of selling the Sphere product.



To Apply

Send your resume to careers@sphereco.com

About Sphere

SPHERE is an industry-disrupting organization that has redefined how companies achieve controls across their environment. We've productized 10 years+ of experience into a purpose-built automation platform, SPHEREboard. The solution provides an innovative approach, starting with collection and incorporating remediation, of your most critical data, privileged accounts, on-prem Messaging and O365 assets. Our mission is to provide best-of-breed software and services for all your access governance needs. Our office is headquartered in Newark, NJ, across from the Newark Prudential Center and Newark Penn Station.

SPHERE is an equal opportunity employer. Applicants will be evaluated without regard to race, color, religion, sex, national origin, disability, veteran status, and other legally protected characteristics.