

## **Sales Development Representative**

Location: Remote, located in the US



### **About the Company**

1touch.io is a U.S.-headquartered and Israeli-based technology company and the pioneer in Sensitive Data Intelligence. The company ensures automated, real-time discovery, classification, mapping, and tracking of sensitive personal data flow. The company has designed an AI-based sustainable data discovery and management platform, which is called Inventa, to ensure the privacy, security, and governance of data. Our target market is largely distributed, hybrid customers that hold petabytes of information in different structures and forms in different locations - on-prem and cloud.

### **About the Role**

We are looking for a Sales Development Representative to join our fast-growing team. The Sales Development Representative will play a key role in driving new business opportunities by qualifying, nurturing and setting appointments for the field sales team along with managing leads through the sales pipeline. You will work closely with the sales team to build the pipeline required to support our sales goals.

If you are a self-motivated individual with a passion for sales, excellent communication skills, willingness to learn, a strong work ethic and a “can-do” attitude, we would love to speak to you.

### **Responsibilities**

- Strategic research and prospecting into organizations via email, calling, LinkedIn, networking and creative means to drive early stage pipeline.
- Research, profile, qualify and schedule well qualified appointments with key decision makers within “targeted” companies.
- Qualify inbound inquiries by educating and developing prospects leading to appointments.
- Meet and exceed daily and weekly activity KPIs as well as deliver a high quantity of well qualified sales opportunities.
- Track progress towards meeting sales goals
- Collaborate with the sales team to develop strategies for reaching sales targets
- Use customer relationship management (CRM) software to manage leads and sales activities
- Stay up-to-date on market trends, competition, and industry developments

**Requirements and skills:**

- At least 2+ years of industry experience in a sales development role for a SaaS product.
- Experience working with Salesforce.com CRM
- Proficiency with sales outreach tools including LinkedIn Sales Navigator, Apollo, Outreach, Crunchbase, ZoomInfo
- Strong verbal and written communication skills
- Growth mindset with flexibility and adaptability to change

**Preferred Qualifications:**

- Sales development experience selling to senior information security leaders such as Director/VP of Risk/Privacy or CDOs/CISOs, is a plus.
- Familiarity with information security tools and data governance space.