

Business Development Representative

Clarip's patented Hybrid Artificial Intelligence technology is disrupting the fast growing Data Privacy industry. Clarip's technology is used by the Fortune 500 companies to help protect customer data and comply with the privacy laws around the world. With the Data Privacy / Data Protection market poised to go over \$103 billion in the next few years, Clarip is growing fast and looking for you to join our sales team on this exciting journey. If closing sales comes naturally to you, then the sky is your limit! With Fortune 500 companies lining up to use Clarip's platform, you will reap incredible rewards and make a big impact along the way! As a Business Development Representative, you will have critical role and responsibility to deliver new client acquisition across multiple industries. Your primary responsibility will be in prospecting, identifying and acquiring new enterprise clients.

We want to hear from you if you are:

- Passionate about sales
- Able to close deals without assistance
- With 3+ years of experience selling to enterprise customers
- With strong network of prospective clients
- Interested to learn and keep up to date with new emerging technologies
- Able and willing to go extra mile to reach your goals

Responsibilities

- New customer acquisition
- Lead generation
- Cold calling
- Demo products to prospective customers
- Market intelligence gathering
- Nurturing leads and closing deals without assistance
- Development of sales and marketing materials

Requirements

- Bachelors degree or higher with 3+ years of experience in Sales
- Strong hands on experience cold calling and generating sales leads
- Existing network of prospective customers
- Track record of selling and closing technical solutions to enterprise accounts
- Proven record of new customer acquisition
- Excellent verbal and written communication skills
- Ability to work independently and as a member of the collaborative team
- Experience with HubSpot / Sales Force or related CRM tools

What we offer

- A career in a fast growing technology company
- Contributing to something that is truly impacting people's lives
- Becoming part of the movement that cares about data privacy
- Excellent compensation and unlimited growth opportunity

Compensation

- Competitive salary, commissions, bonus, residual commissions
- Additional Performance bonus
- Paid vacation

Please send resumes to jobs@clarip.com along with your LinkedIn profile URL, and a cover letter.