

## **Sales Executive / Director of Business Development**

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. Clarip is conveniently located in the suburbs of Philadelphia. 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 an Enterprise sales/account executive, you will have critical role and responsibility to deliver new client acquisition across multiple industry verticals. Your primary responsibility will be in prospecting, identifying and acquiring new enterprise clients. You will drive the sales cycle from the start to finish on your own. You will have engineering and technical support along the way, but YOU are the closer!

### **We want to hear from you if you are:**

Passionate about sales

Able to close deals without assistance

Previously sold software to Fortune 1000 companies

Established many strong and long lasting relationships with key decision makers

Proactive and entrepreneurial

With 7+ 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
- Proposal and SOW preparation and presentation
- Event and trade show management
- Development of sales and marketing materials

### **Requirements**

- Bachelors degree or higher with **7+ years of experience in enterprise SaaS 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
- History of success by exceeding quota on a consistent basis

- 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
- **Experience selling security or privacy software is a big plus**

### **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
- Stock options
- Paid vacation

**Please send resumes to [jobs@clarip.com](mailto:jobs@clarip.com) along with your LinkedIn profile URL, and a cover letter.**