AGILEBLUE

Business Development Representative (BDR)

AgileBlue is looking for a full-time Business Development Representative (BDR) to join our team. We're looking for a self-starter with strong interests in technology and entrepreneurship. To be successful, you'll need to be able to think creatively, be self-motivated, and produce extremely detailed work.

You will report to the Director of Business Development.

About AgileBlue:

AgileBlue is an autonomous SOC|SOAR platform that detects cyber threats faster and more accurately across entire digital infrastructures and clouds. We work directly with companies to provide them with 24/7 monitoring and detection of cyber threats. We also partner with MSPs, account and advisory firms, and general contractors to provide their clients with our SOC. Our products are 100% cloud-based including advanced machine learning and user behavior analytics backed by our team of cyber experts. Learn more about us by visiting AgileBlue.com.

When you join AgileBlue, you'll be part of an agile (yeah, pun intended), fast-growing team that works together to make business a safer place. We are a software and managed security provider in aggressive growth mode and we're building a cybersecurity platform for long-term success.

BDR's are all about building pipelines and closing deals. Role responsibilities include but are not limited to:

- Understand and can demo the AgileBlue platform online and in person while highlighting our key differentiators.
- Conduct the appropriate amount of outbound prospecting to ensure sales targets are met.
- Qualify new buying partners quickly and effectively.
- Focus on building strategic partnerships with C-level security executives and their teams to establish new business relationships within an assigned prospecting territory.
- Own the full sales cycle from prospecting through close.
- Partner with a Sales Development Representative to assist in lead generation and setting up introductory calls.
- Drive sales of Autonomous SOC, Managed SIEM, Managed Endpoint Detection and Response (EDR), and Counterintelligence (CI) services in a fully managed Security Operations Center (SOC).
- Have excellent executive presence with the ability to lead professional communications.
- Close business consistently while following our proven sales process and methodology.

Job Requirements:
- An independent and thoughtful sales professional with exceedingly developed sales and negotiation skills.
- An overachieving sales professional who can confidently articulate and quantify previous successes.
- A resolute sales professional who is driven by succeeding in challenging and complex sales opportunities
- A purposeful sales professional who can follow the sales process while building upon own previous success.
- A flexible sales professional who is comfortable in a consistently improving environment.

- A technologically savvy sales professional who can grasp new technologies quickly and is capable and familiar with leveraging CRM platforms.

Qualifications:
- Bachelor's degree preferred.
- 3 years of consultative and solution-based selling experience with a demonstrated track record of quota-carrying success
- Previous experience in cybersecurity sales a plus but not necessary

Job Type: Full-time employment

Work Location: 9000 Sweet Valley Drive, Cleveland OH 44125 AND/OR remote.

Benefits:
- Remote work flexibility
- 401k match
- Unlimited PTO
- Healthcare, dental, and vision benefits
- Access to educational and training opportunities as needed

To apply, send cover letter and resume to pburg@agileblue.com with title of position in subject line.