



Business Development Representative
PALO ALTO NETWORKS

Job Category: Sales/Marketing/Business
Development

Job Source: nrbjobs.com

Job Summary

Employment Type: Full Time

Gender: Any

Career Level: Entry Level

Posted On: 27 Nov 2024

Application Deadline: 26 Dec 2024

Job Context

- At Palo Alto Networks® everything starts and ends with our mission: Being the cybersecurity partner of choice, protecting our digital way of life. Our vision is a world where each day is safer and more secure than the one before. We are a company built on the foundation of challenging and disrupting the way things are done, and we're looking for innovators who are as committed to shaping the future of cybersecurity as we are.

Job Description/Responsibility

- Direct Sales Qualified Leads (SQLs) to a specific Sales District with high efficiency and prioritization
- Market the company's products and/or services via telephone and email, often cold-calling leads to gauge interest and create opportunity
- Generate prospective customers through cold calling and lead qualification from Marketing programs and promotions
- Follow up on pre-qualified leads with the sales team to ensure they are processed timely and lead to pipeline creation
- Document all activities and customer interactions in Salesforce.com
- Set appointments for both Field and Inside Sales Representatives, Account Executives, and prospective clients
- Identify client needs, provide guidance and information around our products and services with the goal of increasing customer satisfaction
- Build long-term relationships with clients, partners, and internal stakeholders
- Seek and develop new business opportunities in the market
- Report to the Business Development Manager on (weekly/monthly/quarterly) sales results
- Stay up-to-date with new products and services, including capabilities and pricing, and on cybersecurity industry trends
- Be a high energy individual with a strong desire to achieve top results with a dependable, positive "can-do" attitude over the phone and in person
- Consistently meet or exceed metrics set by leaders and managers

Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

Additional Academic Requirements

- BS degree or equivalent amount of experience or equivalent military experience required

Experience Requirements

- No experience is required.

Skills Requirements

- Previous work experience in inbound and outbound calls and inquiries
- Ability to understand technical concepts, possess enthusiasm for technology and to articulate clearly to all levels of technical aptitude
- Ability to adapt quickly to a fast-paced environment
- Proven work experience as a Business Development Representative, Sales Account Executive or similar role
- Hands-on experience with multiple sales techniques (including cold calls)
- Track record of achieving sales quotas
- Experience with CRM software (e.g. Salesforce)
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations

Work Area

- Applicant should have experience of working in the following category(ies):
Sales/Marketing/Business Development

Industry Type

- Experience should include the following skills: IT/Telecommunication

Address: Santa Clara, CA, Santa Clara, CA, United States

Company Profile: Enterprise Software & Network Solutions

Company Website: <https://jobs.paloaltonetworks.com/>