

ANZ Inside Sales Representative

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Company: SailPoint Technologies Holdings, Inc.

Location: Australia

Category: other-general

ANZ Inside Sales Representative page is loaded ANZ Inside Sales Representative Apply locations Remote (Australia) time type Full time posted on Posted Yesterday job requisition id R008493 Are You Ready to Make an Impact in Identity? We hire the best to work with the best. Every SailPoint Crew Member embodies four characteristics. Wicked Smart Our people are the best and the brightest in our field, and are always looking to grow and learn more. Determined With the right training and resources, our people drive their own projects, without micromanagement. Communicative Knowing what's going on in the company and in the industry requires two-way communication – both from our employees and from our leadership. Collaborative We're all on the same crew, and we like working both on our own and with each other – in the office, at community events or brainstorming over happy hour. We are thrilled to be one of the top places to work in Austin! And you're in luck, because we are hiring Inside Sales Representative in Sydney. Digital Sales Representative We are looking for a talented, enthusiastic and motivated Digital Sales Representative to evangelize the SailPoint message into the most important companies in the world. You will be responsible for delivering a positive customer experience using the SailPoint sales model while maximizing revenue and margin generation in top custom accounts. In this role, you will be linked with a team of field sales counterparts (Outside Sales Executive, SEs, Channel Partners, etc.) helping to penetrate new accounts and cross-sell into existing SailPoint accounts. Responsibilities: Has experiences in the full life cycle of sale: prospecting, selling, and closing Effectively articulate the value proposition associated with SailPoint products and services Build lasting relationships with prospects, end users and partners Engage with

cross-functional resources including field sales, senior leadership, marketing and others to drive business in your account base Assume an active role in executing against your team's territory growth plan Maintain a high-level of critical activity including end user calls, partner calls, customer calls, meetings and proactive outreach (phone and email) Connect with prospects and customers using sales efficiency / activity tools Requirements: Experience in high tech sales. Preferably software and/or SaaS offerings - You have excellent verbal and written communication skills. Leveraging these skills to sell competitive products is something you genuinely enjoy. You may have experience working in a high-performance team and thrive in a fast-paced stimulating environment and a built-in sense of urgency You are coachable and open to receiving and acting on feedback to improve results. You have an unwavering positive attitude, strong drive for results, and can easily handle ambiguity. Positive attitude Ability to travel (up to 25%) as needed for customer visits and trade shows Qualifications and Experience: 2-3+ years of full sales cycle software sales experience Experience selling Technology products to Information Technology teams in the Fortune 500, Enterprise, Mid-Market space Bachelor's degree preferred but not required Excited? We can't wait to hear from you! Apply to join the #SailPointCrew! SailPoint is an equal opportunity employer and we welcome everyone to our team. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status. About Us SailPoint is a leading provider of identity security for the modern enterprise. Enterprise security starts and ends with identities and their access, yet the ability to manage and secure identities today has moved well beyond human capacity. Using a foundation of artificial intelligence and machine learning, the SailPoint Identity Security Platform delivers the right level of access to the right identities and resources at the right time—matching the scale, velocity, and environmental needs of today's cloud-oriented enterprise. Our intelligent, autonomous, and integrated solutions put identity security at the core of digital business operations, enabling even the most complex organizations across the globe to build a security foundation capable of defending against today's most pressing threats.

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