

## **Outbound Sales Specialist**

### **About the Role**

The Outbound Sales Specialist will provide high-level sales support by working independently as well as collaboratively as part of our Business Development team. The Outbound Sales Specialist will be responsible for nurturing and cultivating outbound sales through industry research, cold calls, and attending conferences. This individual will be responsible for closing new business through internet, phone and industry trade shows. This role is responsible for guiding potential clients through their buyer's journey and monitoring web traffic for potential clients. A-LIGN supports its sales staff through the use of Salesforce.

Reports to: V.P. of Business Development

Pay Classification: Full Time, Exempt

### **Responsibilities**

- Cold calling
- Immediate and frequent interaction with potential clients
- Lead-harvesting (LeadLander)
- Qualifying leads and closing profitable business opportunities
- Conference attendance including introductions & follow-ups (Booth Representative)
- Industry and target client research
- Cross-selling
- Strategic sales planning

### **Minimum Qualifications**

- Four year degree in related discipline
- At least 2 years of experience in sales/business development
- Full-life cycle sales experience in the professional services industry
- Experience selling IT auditing, information security, or compliance services a plus
- Strong computer/Microsoft Office skills
- Salesforce experience is a huge plus
- Ability to work individually as well as part of a team
- Ability to meet deadlines and follow oral and written instructions
- Exceptional and detailed writing skills
- A high degree of flexibility and professionalism
- Outgoing personality
- Ability to work in a fast-paced environment
- A high degree of motivation
- Excellent organizational skills

**What we can offer you**

- 10 days of vacation per year, with an increase to 15 days after your first year
- Technology allowance
- Vacation bonus
- 401(k) plan with employer matching
- Employer paid life insurance and disability insurance
- Employer paid health, vision, and dental insurance
- Generous holidays paid time off schedule
- Paid office closure December 24 – January 2

**About A-LIGN**

A-LIGN is a rapidly growing full-service security, assurance, and compliance solutions firm with extensive experience in providing:

- SOC 1: SSAE 18 Examinations
- SOC 2: AT 101 Services
- PCI DSS Assessment Services
- FISMA Security Assessments
- ISO 27001 Certifications
- FedRAMP Security Assessments
- HIPAA and HITECH Services
- Penetration Testing and Vulnerability Assessments
- A-LIGN is a licensed CPA firm, QSAC, accredited ISO 27001 certification body and accredited FedRAMP 3PAO.

Our clients are located throughout the United States, Europe, and Asia, and include a significant number of publicly traded and Fortune 1000 companies, as well as privately held organizations of all sizes.

**Our Values**

At A-LIGN, our Big Vision is to relentlessly exceed expectations through extraordinary people, innovative technology, and unwavering dedication to our people and the clients that we serve. Our unique values: be “all in,” commit to quality, innovate constantly and do the right thing, always, set us apart from those that simply strive to meet your expectations. We work where dedication and quality meet. We’re all in, are you?