



# A-LIGN CAREERS

JOIN OUR TEAM. BE ALL IN.



## Inbound Sales Specialist

### ABOUT THE ROLE

The Inbound Sales Specialist will provide high-level sales support by working independently as well as collaboratively as part of our Business Development team. The Inbound Sales Specialist will be responsible for nurturing and cultivating inbound leads through industry research, cold calls, and attending conferences. Leads are generated mostly via Google Pay Per Click, and inbound phone calls. A-LIGN supports its sales staff through the use of Salesforce.

**REPORTS TO:** Vice President of Business Development

**PAY CLASSIFICATION:** Full-Time, Exempt

### RESPONSIBILITIES

- Immediate and frequent interaction with potential clients reaching A-LIGN via Google Pay Per Click and phone traffic
- 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



#### EDUCATION

- Bachelor's Degree in related discipline



#### EXPERIENCE

- 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



#### SKILLS

- Ability to meet deadlines with a high degree of motivation
- Thrives in a fast-paced environment
- Excellent communication skills
- Ability to work individually as well as collaboratively
- A high degree of motivation
- Outgoing personality

# WHAT WE CAN OFFER YOU



UNLIMITED PAID TIME  
OFF PLAN



TECHNOLOGY  
ALLOWANCE



DOWNTOWN  
TAMPA PARKING  
ALLOWANCE



VACATION BONUS



401 (K) PLAN WITH  
EMPLOYER  
MATCHING



EMPLOYER PAID  
LIFE INSURANCE  
AND DISABILITY  
INSURANCE



EMPLOYER PAID  
HEALTH, VISION,  
AND DENTAL



PAID OFFICE  
CLOSURE  
DECEMBER 24 –  
JANUARY 1



GENEROUS  
PAID HOLIDAYS  
SCHEDULE



CERTIFICATION  
REIMBURSEMENT



COMPETITIVE  
BONUS  
STRUCTURE

## ABOUT A-LIGN

A-LIGN is a global cybersecurity and compliance firm that assists organizations of all sizes with the ever-changing cyber threat landscape, headquartered in Tampa, Florida. A-LIGN leverages our industry expertise to guide organizations towards security, compliance and privacy services that will enhance their information security to prevent cyber threats, and reduce risk, turning their security into a competitive edge. We are a licensed CPA firm, Qualified Security Assessor Company, HITRUST CSF assessor, accredited ISO 27001 certification body, and accredited FedRAMP 3PAO offering 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 and Penetration Testing and Vulnerability Assessments.

## COME WORK FOR A-LIGN!

Email your resume and contact information to [careers@a-lign.com](mailto:careers@a-lign.com)!