

Business Development Representative - Israel

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Company: Fortinet

Location: Israel

Category: other-general

Business Development Representative – Israel

Location: Herzliya, Israel

Position: Hybrid (3 days on-site/ 2 days remote)

Experience: 0-3 Years

Fortinet's mission is to deliver the most innovative, highest-performing network security fabric to secure and simplify IT infrastructures. We are a leading global provider of Network Security Solutions for carriers, data centers, enterprises, and distributed offices. We have proven to be a truly innovative technology driven network Security Company with over 1200 registered Global Patents.

We are looking for a talented, driven, and self-motivated individual to join us as Business Development Representative. Fortinet is welcoming recent college graduates and are ready to thrive in a fast-paced environment! As an Entry-level Business Development Representative, you will have the opportunity to learn about the industry, and set the foundation for career advancement.

As a BDR, you will:

Learn and demonstrate a fundamental understanding of Fortinet's technology in order to articulate our value proposition to decision-makers, as well as being able to successfully manage and overcome objections.

Research customers, identify decision makers, educate prospects and qualify buying interest and sense of urgency.

Prospecting into multiple organizations via calling, networking and e-mail, with the help of cutting-edge digital platforms for intent based leads such as Bombora and 6Sense, and contact discovery using LinkedIn Sales Navigator, Discover.org, and other digital tools and Internet sources, to build and maintain a high-quality lead pipeline.

Schedule well qualified appointments with key decision makers within targeted companies.

Meet and exceed daily and weekly call goals, as well as deliver a high quantity of well-qualified sales opportunities.

Maintain accurate activity, contact, and account information of all customers and prospects in our CRM (Salesforce).

Work closely with Sales, Marketing and other Fortinet business functions in the development of strategic sales approaches.

Requirements:

Self-starter with positive and energetic phone skills, excellent listening skills, strong writing and presentation skills

Excellent organization skills, attention to detail, customer focus, and highly data-driven are musts Basic knowledge in IT or cybersecurity

Ability to work in a high-energy sales team environment; phenomenal and collaborative teammate

Ability to prioritize and manage multiple responsibilities

What you can expect from us:

On the job and more formal online training and development opportunities, with the possibility to get the industry recognized certifications.

A competitive salary and incentive compensation package, including stock awards, health and welfare benefits.

An excellent role to start a career in enterprise technology sales, with opportunities to get involved with marketing, technology operations and sales

Employee days to meet and learn about our key sponsorships and events

Apply now if you want to grow your career with a leading global cybersecurity company with 19 successive years of double-digit growth!!!

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