



## Position: Business Growth Executive

### Job Summary:

We are seeking a dynamic Business Growth Executive to drive our business growth and expansion efforts. This role is ideal for a goal-oriented professional with a proven track record in business development, particularly within the cybersecurity or technology sectors. The successful candidate will be instrumental in identifying new business opportunities, developing strategic partnerships, and enhancing our market presence.

### **A successful candidate will exhibit the following characteristics:**

- Empathetic Listener, Very Personable
- Positive, Can-Do Attitude
- Willingness to speak up when something is not correct in a constructive manner.
- Professional, shows up ready to work every day.
- Ability to perform public & telephone speaking and presentations on 'Underdog Cyber Defense products and services
- Interpersonal skills, such as telephony skills, communication skills, active listening, and customer-care
- Ability to multi-task and adapt to changes quickly
- Technical awareness: ability to match resources to technical issues appropriately
- Typing skills to ensure quick and accurate entry of service request details
- Self-motivated with the ability to work in a fast moving environment
- Ability to keep up on necessary ongoing industry related training
- Ability to create CRM items & necessary tracking tasks
- Ability to implement marketing strategy



## Requirements

- At least 2-5 years' experience
- Previous experience in a Business Development Role In Technology Sales, MSP Sales, Service Sales or Insurance.
- Ability to manage multiple client accounts and prioritize tasks effectively.
- Self-motivated and able to work independently as well as part of a team.
- Working in an office environment is required
- Knowledge of the cybersecurity industry or related technology fields is a plus.
- Able to successfully pass a criminal background and Drug Screening check.
- Able to work 40 hours.
- Excellent written and verbal communications.
- Courteous and friendly with a high level of professionalism.
- Willingness to follow procedures and adhere to policies.
- Able to Thrive in a fast-paced environment.
- Able to work independently and in a group.
- High Degree of confidentiality
- Valid and Clean Driver's License
- Reliable means of transportation



### **Primary Responsibilities include but are not limited to:**

- Meet company sales quotas for New Client Acquisition
- Meet all activity points goals.
- Maintain and manage your Sales Funnel
- Attend any daily, weekly, and/or monthly meetings with Underdog Cyber Defense Manager & Team
- Participate in ongoing strategy meetings.
- Participate in Trainings and attend all sessions as assigned.
- Keep up to date on industry related news and technology.
- Attend Events as a representative of Underdog Cyber Defense as needed.
- Update all activities, time sheets, and Sales processes within CRM daily.
- Develop presentations to deliver from the platform (industry events, shows, etc.)

### **About Underdog Cyber Defense**

Underdog Cyber Defense is a leading cybersecurity managed service provider that specializes in protecting small and medium-sized businesses from cyber threats. With a commitment to excellence and a client-first approach, we deliver customized cybersecurity solutions that safeguard our clients' operations, reputation, and future.



## **Underdog Cyber Defense Will Provide**

- Company Owned Laptop
- Company Owned Cell Phone
- On Going Training Opportunities Available
- We work on a Flex Time and Vacation Schedule
- Company Participation IRA
- Paid Holidays