

Sales Development Representative (SDR) – B2B Outside Sales

Ostra has a brand new role open on the Sales team. You bring the networking, sales, and account management experience and passion - we will train you on our patent-pending service and supply contact info to help generate leads

We are open to any industry background – we mainly want to hear what motivates and energizes you.

A successful SDR asks great questions, gathers new information, gets to know how a prospect's business works, and sparking interest in Ostra's cyber security solution while educating the marketplace.

Compensation:

Ostra is in fast growth mode and we believe in rewarding you for the work you do. A SDR is measured and compensated on milestone activity:

- \$40k Base
 - \$10k+ for Sales Activity (meetings that lead to new sales)
 - \$50k+ for Closed Sales
- First year OTE - \$100k with no caps on earnings

In years 2 and 3 you will earn additional residual income all your client's renewals. Simply, the more you sell the more you earn.

- Second year OTE - \$120k+
- Third year OTE - \$160k+

Our Process:

Our Marketing team will be creating awareness, driving leads via referral partners, and using our extensive network to generate interest targeting specific service industry prospects as well as within the legal, financial, medical, government, and manufacturing industries. In this role you'll be:

- Calling on opportunities with a goal of setting and attending discovery, follow up, and proposal meetings
- Closing the sale via a signed annual contract for service
- Entering all lead information into our CRM database

SDR Requirements:

- You have 2-3 years' experience in a lead generation, telemarketing, sales development
- Experience in an outbound sales environment is preferred
- You have a high comfort level with outbound calling, in person meetings and follow up
- You are naturally curious and like to ask questions
- You present a professional, warm and persuasive tone
- You have worked with CRM databases like HubSpot
- You have a good sense of humor
- You want to be part of a company that actually gives a sh*t

Business/Sales Development Representative Benefits:

Opportunities for a flexible schedule or remote work for the right candidates

One-on-one sales mentor training

We want you to take your birthday off!

Holiday, vacation, sick paid time off

Office snacks and company-sponsored events

Energetic, people-first culture

Why Ostra?

Pardon our language, but at Ostra, we give a sh*t. If you want to be part of a company that cares about doing a great job, finding a way to get it done, putting a smile on our customer's faces, and keeping them secure and safe in their business then we want to talk to you today. Inquire here: <https://www.ostra.net/careers/>

About Ostra:

Mission: At Ostra our mission is to provide the world's best-in-class internet protection for our customers against known and unknown threats.

Values: We hire people who enhance our culture and share our values of Community, Integrity, Authenticity, Innovative, Personable, Passionate, and Positive.

Our Approach: Our goal is to prevent problems before they happen, therefore we are proactive and constantly working to anticipate challenges ahead of time. We also like to have fun; meaning we take our work seriously but not ourselves. Because we operate behind the scenes to protect businesses and their data, we demand high integrity in all our people.

Our People: Culture and character define who we are within our business and community. We operate as a team, yet we are all individuals who bring our unique talents, skills, and experience embracing authenticity in everything we do. We are personable - we engage others with warmth, positivity, and concern. We expect hard work and recognize that to be successful is to be adaptable.

Founded in 2018, Ostra is a Minnesota company born from the idea that every business, regardless of size, deserves the best protection from Internet threats that the Fortune 10 companies use at a price that is affordable. Want to know more? www.ostra.net

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