

Inside Sales Specialist - Stellar Library

Are you ready to help businesses protect the distribution of their most sensitive data?

Stellar Library is New Zealand's leading platform for the distribution of sensitive information. As a business we understand that the loss of sensitive information through a data breach can result in not only the loss of a competitive advantage, but it can cost our customers time, money and industry reputation.

Stellar Library's software is made to support businesses through a shielded online environment that allows customers to securely distribute confidential information, manage and monitor the access and ensures company compliance to reduce the risk of sensitive information loss.

Who's right for this role?

- An ambitious lead generator who will go above and beyond for customers.
- Someone who can help our customer solve the problem of feeling unprotected and uncomfortable distributing business information with their own staff and partners.
- Someone with the ability to engage and work alongside a Business Development team.

Skills crucial to success in this role.

- Strong record of success in developing opportunities to solve customer problems.
- Ability to understand how to create value for customers.
- Excellent verbal, written and presentation skills to champion Stellar Library's value in helping businesses distribute business information safely.

Must haves.

- Minimum 12 months prospecting experience.
- Be goal orientated and want to make a difference.
- Motivation to grow yourself, your career, our business.

We offer opportunities to grow you career, professional support and coaching and a great remuneration package.

Stellar Library was founded in 2012, hundreds of companies in New Zealand and internationally have put their trust in Stellar Library and as part of our expansion we are looking for energetic inside sales specialist to lead the way.

If this sounds like you, let's get started.