



Cincinnati, Ohio April 10<sup>th</sup>, 2018

## **Open Position: Sales Executive**

We are hiring for the position of Sales Executive who will bring us new clients on a regular basis.

Privacy Rules Ltd. is in its expansion phase and seeking to enlarge its sales team. Our company has developed and manages a global alliance of experts in data privacy, data protection, cybersecurity and data related subject matters and services. PrivacyRules is unique in its multidisciplinary approach and has the largest specialized alliance focusing on the provision of consultancy and services in privacy and data protection. More information about the company and our mission may be found at [www.privacyrules.com](http://www.privacyrules.com)

Energetic, enthusiastic and well-organized team players are welcome to apply and become a member of our growing corporate sales team.

It is a full-time home-based role reporting to the Management of the Company. International travel is not a key aspect of this role, although it might be requested occasionally.

### **Responsibilities**

- Locates, negotiates, and closes business opportunities.
- Continuously works for organizational process improvement, providing leadership in sales to refine processes and cater to new and emerging market opportunities.
- Delivers online product demonstrations using Skype, Net-Meeting, Go-To-Meeting, Zoom or other similar software.
- Enters, updates and maintains daily sales activities and client/customer information into Sales database.
- Guides members and customers to decide, buy and use the company's products.
- Plans an effective sales targeting approach to the assigned sales territory.
- Prospects and cold-calls on businesses and organizations.
- Regularly follows up on inbound leads and sales inquiries.



**Headquarters:**  
3491 Forestoak Court  
Cincinnati, Ohio 45202, United States of America  
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- Responds to customer/client inquiries, suggestions, complaints and other details, by phone, online video conferences and email.
- Works with Marketing staff to ensure that prerequisites (such as prequalification or getting on a vendor list) are fulfilled within a timely manner.

### **Education**

Minimum Bachelor's in the related field (BBA, Bachelor's in Sales and/or Marketing will be preferred).

### **Experience**

- 3 to 4 years of related sales experience.
- 1 – 2 years of software/technology sales experience in the legal field will be a plus.
- Reference from previous employers.

### **Skills**

- Strong communication and interpersonal skills.
- A strong CRM history and capability of effectively handling web demos, executing full life cycle during sales.
- Ability to work in a fast-paced and highly growing business.
- Customer focused approach and ability to learn and adapt to needs and changes quickly.

### **How to apply:**

Send your CV and a cover letter in Adobe .PDF format to [marketing@privacyrules.com](mailto:marketing@privacyrules.com). Applications will be reviewed on a rolling basis. In your cover letter, please include what you're looking for in your next job, what you achieved in your past positions as it relates to the work you would be carrying out in this role. Applications without the information listed above will not be considered.

Due to the high volume of applications, we are unable to provide feedback on individual applications.

Applications will be treated in compliance with our Privacy Policy available at [www.privacyrules.com](http://www.privacyrules.com)

END of Open Position notice.



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