

JOB DESCRIPTION: Sales development representative
Organizational Reporting Line– MARKETING

Location: Remote

* Leveling based on skills and experience.

Overview: Headquartered in California, USA, Anchore is a remote-friendly company with our team of Anchorenavts hailing from all over the United States, the United Kingdom and Europe.

Guided by our core values of respect, openness, and ownership, we empower each other to continuously grow. We see diverse backgrounds and perspectives as a source of strength. We're passionate about protecting software supply chains by making it easier for developers and security teams to deliver secure cloud-native software. Together, we've built a platform and open source tools that help organizations secure the software they build without compromising velocity. Join us in forging the future of software security.

The role of a Sales Development Representative at Anchore

You will enjoy this role if you are organized, persistent, charismatic, and hard-working. You will need to be interested in tech and its business implications. In this role, you will collaborate with our sales and marketing team, and your primary objective is to find enterprise and federal customers that fit our product lines and spread the name of Anchore across multiple different industries and geographies.

What your day will look like

- Maintain thorough understanding of company products and services, competitor positioning, and industry standards.
- Handle inbound customer inquiries across email, phone and chat
- Follow up on Marketing-generated leads to qualify them for potential Sales opportunities
- Execute outbound sales & marketing campaigns
- Collaborate across multiple teams and senior stakeholders to drive results
- Work directly with the Marketing team on campaigns
- Research information about prospective customers
- Generate a multi-million dollar pipeline
- Identify prospects and market trends
- Help define the processes and policies for the team

- Liaise with new and existing customers, setting up and attending meetings, creating and delivery presentations, whilst actively mapping accounts to identify new opportunities
- Accurately create, update, maintain and nurture leads on global opportunities.

What we're looking for (Requirements):

- 2-5 Years of prior BDR/SDR experience
- Passion for business and technology
- Commitment to continuous learning and improvement - curious, flexible, scientific
- Creative problem solving and cross team collaboration
- Verbal and written communication skills
- Result driven with an over-achiever spirit and a highly self-driven sense of motivation
- Persistence & perseverance

At Anchore, you can expect a challenging role within one of the fastest-growing startups with a strong customer base in the hottest space in today's technology market. We offer competitive salaries, exceptional benefits (e.g. highly subsidized medical/dental/vision care, 20+ days PTO + 13 company paid holidays and the week off between Christmas and New Year's, Fridays off in July), a 401K Plan and stock-option grants.

The expected salary range for this position is \$55,000 to \$70,000 per year. The actual compensation offered will depend on a variety of factors including the candidate's education, training, experience, qualifications, and location. This range represents the base pay only; it does not include bonuses, equity, or other benefits.

As an Equal Opportunity Employer, we do not discriminate on the basis of color, national origin, religion, gender, age, veteran status, sexual orientation, marital status or disability. Anchore reserves the right to conduct a background check on applicants after a conditional offer of employment is made.