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Outbound Customer Contact Center Representative – Full Time

DIGITAL DEFENSE IS AN EQUAL OPPORTUNITY EMPLOYER

Founded in 1999 in San Antonio, Digital Defense (DDI) is a leader in internet security solutions. We offer information security threat management services and provide automated vulnerability assessments via our proprietary Frontline Solutions Platform and perform penetration testing services for financial institutions, government agencies, private and public companies. We also provide a broad array of security and compliance consulting services. With over 1200 clients in 50 states, DDI is looking for career oriented, motivated, and highly organized individuals to make outbound sales calls to business prospects and existing clients. Training will be provided. Objective is to set qualified appointments with IT managers for our Account Executives to call on and perform sales demonstrations. Primary responsibilities include 95% outbound calls to businesses or existing clients, 3% inbound calls, and 2% internal calls.

REQUIREMENTS:

- Two or more years of telemarketing sales experience in a large inbound or outbound call center environment required.
- Proven performance and strong job dependability.
- Proficient in using MS Office products.
- Demonstrated customer service skills.
- Ability to multi-task assignments and identify sales priorities.
- Ability to work flexible hours M-F.

PREFERRED SKILLS:

- At least one year of computer software or hardware sales experience.
- Previous business-to-business telephone appointment setting.
- Experience using a sales CRM system.
- Knowledgeable of a networks and / or systems environment.

DDI offers a professional work environment, flexible hours (Monday – Friday), opportunities for advancement, and casual business attire.

Compensation: Inside Telemarketing Sales Rep start at \$15.00/hour

Only well qualified applicants will be considered.

All applicants must pass a criminal and financial credit background investigation to be considered for employment.

No phone calls will be accepted, so please submit resumes or questions to hr@ddifrontline.com

An overview of our security service offerings can be found on our website at www.ddifrontline.com