



## **Sr. Sales Development Representative (AUSTRALIA/APAC)**

We are seeking a passionate and driven sales development contributor to join XONA's growth team.

XONA is looking for an SDR/BDR with 3-5 years of experience developing leads from marketing campaigns and meeting sales quotas. The SDR will be responsible for acting as an internal sales development and as a link between Marketing and Sales teams. This role is focused on seeking and qualifying new business opportunities by contacting and developing relationships with potential customers through inbound and outbound efforts.

The SDR will work with key stakeholders in sales and marketing to develop strategies and tactics to create top-of-funnel demand, and a proven track record of hitting or exceeding targets. The SDR needs to use communication skills to cultivate and nurture strong relationships with customers from the beginning in the first contact and apply his/her market and business knowledge to identify and qualify business opportunities to drive customers to the Sales team.

### **Responsibilities**

- Interact with prospects through direct phone calls, emails, and social media (inbound and outbound)
- Implement call scripts, campaign cadences, email pitches, and other outreach
- Determine the prospect's interests, challenges, and quickly demonstrate how XONA can assist
- Create an outreach strategy and tactics to connect with prospects and keep them engaged
- Create and maintain relationships with prospects that embody being a "trusted advisor" to them
- Schedule discovery meetings for sales representatives and prospects
- Develop and execute top targeted account plan with the sales team
- Consistently meet monthly activities and meeting goals
- Meeting and interacting with prospects in person at events or other high-touch marketing activities
- Leverage automation to scale outbound efforts and create process
- Mentor team members as well as brainstorm new outreach ideas/methods

### **Requirements**

- 3-5 years of proven experience as a BDR, Internal Sales or similar role
- Excellent phone, writing, and listening skills
- Can think on your feet and answer questions with ease
- Self-starter who has a desire to learn, grow, and excel in their role
- Comfortable with travel, attending events and being booth staff
- Knowledge of business processes and organizational structures
- Proficient with Salesforce, Salesloft/Outreach, and LinkedIn Sales Navigator
- Experience working in cybersecurity and articulating those products and services
- Confident communicator - listener and engaging conversation
- Wants to belong to a team and is eager to produce results and succeed
- A good, positive attitude is necessary
- Fluent in multiple languages
- Bachelor's degree or relevant experience

## Highly Desired

- Operational Technology and Critical Infrastructure experience
- Mentoring and managing a team
- High-tech, start-up, rapid growth company experience

## Benefits of working at XONA

- Remote-friendly culture
- Competitive compensation and equity awards
- Vacation and flexible working arrangements
- Comprehensive health benefits (medical, vision, dental)
- 401k plan with 3% match
- Fun, positive, ethical, and likeminded people working toward a single goal

## About XONA Systems

Our mission is to provide secure access to critical assets and networks without compromising security.

We have a vision of IT, OT, and Cyber Security teams seamlessly working together more efficiently and effectively using XONA's Remote Operations Platform securing access to critical infrastructure.

Our platform provides secure remote and mobile operations within a Zero-Trust architecture and consists of Critical System Gateway (CSG) and Remote Operations Access Manager (ROAM). The CSG allows users the full capability to remotely monitor and instruct asset operations, diagnose and troubleshoot alarms and issues, and provide data on user analytics to any mobile device or central control rooms. ROAM provides an enterprise centralized management platform for a network of CSGs.

Our platform is currently used across multiple industry segments, including aluminum and chemical manufacturing, oil and gas, power generation and distribution, solar, hydroelectric, and wind power. XONA has a global reach, including being trusted by GE, Baker Hughes, and other industry giants to deliver unmatched security without slowing the speed of work.

To apply, please send your resume to [careers@xonasystems.com](mailto:careers@xonasystems.com).