



POSITION: SALES DEVELOPMENT REPRESENTATIVE

LOCATION: MANCHESTER, NH

WHO WE ARE

Acuant is a next gen Identity Verification Platform that reduces fraud while providing a seamless customer experience. Award-winning products include ID capture and auto-fill software and ID authentication with the industry's highest speed and accuracy rates. Solutions are deployable via web services (cloud), mobile and desktop applications. Acuant also offers Chip and e-Passport authentication with PKI, facial recognition software and manual review of IDs.

Holding more than 20 patents and powered by human-assisted machine learning, Acuant possesses the industry's largest ID library and has completed more than 3 billion transactions worldwide. Partners include Fortune 500 and FTSE 350 organizations and start-ups in all industries. For more information please visit WWW.ACUANTCORP.COM.

WHAT WE LOOK FOR

This role is for entry-level talent looking to launch their career in sales. If you are naturally curious, a strong communicator, and have a hunger to learn, Acuant is the place for you to kickstart your sales career!

If you possess:

- Excellent communication skills.
- Passion for progressive, state of the art and security technologies.
- Thrive in a fast-paced, self-starter, high-growth, rapidly changing environment.
- Bachelor's degree.

This opportunity offers a career track to be moved into larger scoped roles within our organization.

WHAT YOU BE RESPONSIBLE FOR

- Learn about Acuant, our industry and competitors, and our value proposition.
- Build and establish rapport with multiple levels of buyers.
- Understand the prospects needs and effectively communicate how Acuant will help.
- Document various details including use cases, purchase time-frames, and next steps.
- Prioritize opportunities and apply appropriate internal resources.
- Variable commission in support of sales efforts, no quota.

HOW WE VALUE OUR EMPLOYEES

- You will always be heard, decisions are collaborative
- Competitive compensation
- Challenging and rewarding work
- Generous benefits package
- Work with an incredible team of smart and mission-driven people