



POSITION: INTERN | 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

Job Description

As a valued member of our sales team, as the Junior Sales Development Representative ("Jr. SDR"), you will, from the very beginning, have the opportunity to successfully engage and help acquire new customers. Your positivity and winning personality will enable you to build and promote the Acuant brand and mission.

In addition to sales activities, you will gain insights into other core teams and functions like Customer Success. This role is meant to be the beginning of an exciting career path in technology supporting Acuant's Next Gen Identity Platform at a global level.

WHAT YOU BE RESPONSIBLE FOR

- Learn professional sales from the ground up under the coaching of members of our sales team.
- Follow up on leads delivered through online inquiries, marketing department, trade shows, etc.
- Build and grow a foundational understanding of popular sales strategies and industry practices.
- Assist with research to help improve our products, services and go to market strategy.

YOUR PROFILE

- You want to begin a career in a high-paced professional sales environment and learn tested sales strategies.
- You are high-energy, positive and coachable.
- You are confident and have excellent communications skills.
- You are goal-oriented, a "doer", and determined to create your own success with personal dedication.
- You want to be involved with an established leading-edge technology company and work in a cool "start-up like" atmosphere