

Sales Development Representative

Compass IT Compliance, LLC is a leading Information Technology Audit and Compliance firm. Companies large and small must comply with a confusing mix of regulations and laws such as the PCI DSS (Payment Card Industry Data Security Standard), FFIEC, Sarbanes-Oxley, HIPAA / HITECH, Basel II, Gramm-Leach-Bliley Act, Patriot Act, Identity Theft Red Flags, SEC requirements and state privacy laws. Even in today's tough economy, and in the face of rising costs and shrinking staffs, companies must remain a step ahead of these complex compliance requirements.

The practice of IT Audit and Compliance identifies and remediates any violations of these regulations and requirements from both a technical and procedural perspective. It is also a very complex practice that can become costly and time-consuming. To meet strict IT and security guidelines, organizations require independent assistance with:

- Payment Card Industry (PCI) Services
- Security Assessment Services
- IT Auditing and Risk Assessment Services
- Privacy and IT Regulatory Compliance Services
- Business Resiliency (disaster recover, business continuity, incident response) Planning
- Outsourced Information Security Officer duties

Compass ITC SDRs will conduct high-level phone and email introduction conversations with IT Professionals introducing Compass. When a prospect has a challenge that we solve, the SDR schedules a "discovery call" with our in-house product experts. A typical workday is comprised of phone calls, potential email communications, discovery calls and reporting. The marketing team supplies the SDR with leads that have requested information and provides various internet-based research tools for additional prospecting.

This is a part-time position that pays an hourly rate plus monthly and quarterly bonuses based on achieving performance goals. The SDR position has advancement potential within the sales and marketing departments.

Essential Duties and Responsibilities

Compass IT Compliance is a leading IT Compliance, Audit and Security services organization based in North Providence. Compass offers a high energy and fast-moving environment with a focus on customer satisfaction. This internship would involve assisting with IT Security Sales development, research and support. Some tasks would include:

- Sales-contact potential customers to evaluate their current and future IT security needs; make appointments for management to assess organization's specific needs
- Marketing-inviting people to our educational webinars

- Research-internet research of changing regulations in IT security including state/national laws; research state regulations that delineate processes needed to bid on municipal projects; research current incidents, security breaches, Cybersecurity issues; research industry regulations that govern our clients including healthcare, banking, merchants and higher education
- Communication-set up interdepartmental channels to educate and keep company employees abreast of relevant information

Our ideal candidate is a self-motivated team player with high social intelligence and a natural inclination for selling. She/he is very driven and can show evidence that they thrive in a competitive, merit-based environment. This individual also values networking and the benefits of being part of an agile, growing team. Above all, Compass IT Compliance is looking for a high-integrity, customer-focused team member that gets results.

College students looking for real world experience will benefit from this internship with a growing, well-respected IT firm.

The position is for 15-20 hours a week.

Minimum Qualifications (Knowledge, Skills, and Abilities)

- Zero to three years at a business-to-business organization in a Sales Development role – college students and recent graduates are welcome
- High school degree or equivalent; must be enrolled in an accredited university/college program to receive credit
- Proficient computer skills, including Microsoft Office Suite (Word, PowerPoint, and Excel)
- Must be 18 years of age
- Excellent written and verbal communication skills
- Excellent instincts for conversing with risk and compliance executives and the ability to think on the fly
- Strong work ethic – willing to learn about Compass IT Compliance services and how they solve our customers' challenges
- Fluency in English, along with excellent phone skills, phone etiquette, written and oral communication skills
- Technology literacy – Comfort with Microsoft Windows, Microsoft Office, Web Browsers, Email, etc.
- BA/BS degree a plus
- Self-directed and able to work without supervision
- Energetic and eager to tackle new projects and ideas

Interested in applying? Visit our website at www.compassitc.com