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Senior Market Development Representative - UKI

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Company: Eagle Eye Networks Inc

Location: United Kingdom

Category: other-general

About Us Eagle Eye Networks is the global leader in cloud video surveillance, delivering cyber-secure, cloud-based video with artificial intelligence (AI) and analytics to make businesses more efficient and the world a safer place. The Eagle Eye Cloud VMS (video management system) is the only platform robust and flexible enough to power the future of video surveillance and intelligence. Eagle Eye is based in Austin, Texas, with offices in Amsterdam, Bangalore, and Tokyo. Summary Eagle Eye Networks is seeking a Market Development Representative to drive end-user and channel growth. The MDR will be responsible for engaging with marketing leads and performing outbound outreach to end users resulting in net new meetings with sales. This position will report to the Sr. Market Development Manager and work closely with the Sales and Marketing teams.

Responsibilities Drive qualified meetings to help our sales team secure new customers through cold calling, emailing and following up on marketing generated leads Leverage various channels (phone, email and LinkedIn) via HubSpot Sales Hub to schedule qualified meetings Interact with IT, security, and operations professionals to build interest in Eagle Eye Networks' Products and Solutions Communicate client concerns and feedback to Sales, Engineering, Support, and Executive teams. Participate in daily training to upskill in sales and industry knowledge Experience 1-3 years sales/marketing experience for a technology company (SAAS) 1-3 year experience consultative/solution selling with 90+ day B2B sales cycle Demonstrated self-confidence, energy, and enthusiasm in a professional manner History of achievement and strong work ethic Superb writing, communication, and listening skills Desire to learn, grow and move up the ranks and become an Inside Sales Representative

in the future BS/BA strongly preferred or unique life experiences Candidate is based in the UK More About Eagle Eye Networks Eagle Eye Networks is leveraging artificial intelligence on its true cloud platform to dramatically reshape the video surveillance and security industry. The Eagle Eye Cloud Video Management System (VMS) is a smart cloud video surveillance solution, purpose-built to help businesses improve safety, security, operations, and customer service. Tens of thousands of companies in more than 90 countries around the globe have moved their video surveillance to the cloud with Eagle Eye VMS. Customers, including multi-family residences, smart cities, schools, hospitals, hotels, logistics, restaurants, and retail shops trust Eagle Eye for actionable business intelligence and proactive security across multiple locations. The Eagle Eye VMS has strong APIs for the secure integration of third-party systems and works with thousands of industry cameras, so customers don't have to "rip and replace" their existing infrastructure. Eagle Eye Cloud VMS is the only platform robust enough to power the future of video surveillance. Eagle Eye Networks is an equal employment opportunity employer and values diversity. Qualified candidates are considered for employment without regard to race, religion, gender, gender identity, sexual orientation, national origin, age, military or veteran status, disability, or any other characteristic protected by applicable law. Powered by JazzHR

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