

## Sales Development Representation, Online Solutions

Control Risks is a specialist risk consultancy that helps to create secure, compliant and resilient organizations in an age of ever-changing risk. Working across disciplines, technologies and geographies, everything we do is based on our belief that taking risks is essential to our clients' success.

We provide our clients with the insight to focus resources and ensure they are prepared to resolve the issues and crises that occur in any ambitious global organization.

We go beyond problem-solving and give our clients the insight and intelligence they need to realize opportunities and grow. From the boardroom to the remotest location, we have developed an unparalleled ability to bring order to chaos and reassurance to anxiety.

---

### Our people

Working with our clients our people are given direct responsibility, career development and the opportunity to work collaboratively on fascinating projects in a rewarding and inclusive global environment.

---

### Location

Houston, Los Angeles or New York City (*work is primarily remote during the pandemic, but will transition to full time on-site as conditions improve*)

---

### Engagement

Full-time

---

### Department

Online Solutions

---

### Job purpose

Control Risks is looking for a highly motivated Sales Development Representative to join our Online Solutions team in the Americas. The successful candidate will be responsible for developing a pipeline of new clients interested in Control Risks' CORE subscription services. This will involve working with the Online Solutions Consultants to understand their geographic markets across the Americas region, research and identify targets, tailor the outreach, and then develop each conversation to the point that it is ready to hand over to the Consultant.

This role requires someone who has a proven ability to quickly develop new customer relationships, adapt to address the needs of multiple sectors, and nurture and develop those opportunities based on keen attention to the requirements. The successful candidate will be a quick learner, can intuitively prioritise and proactively communicates.

---

### Tasks and responsibilities

- Identify greenfield prospects across the Americas region. Contact and develop those prospects into a pipeline. Convert this prospect pipeline into qualified selling opportunities, and then transition them to the appropriate OLS sales rep.
- Work closely with the OLS sales and content teams to research prospects that are most suited to the OLS product set
- Develop targeted self-driven marketing campaigns to generate engagement – using thought leadership etc

- Drive attendance to and conduct follow-up for all events – such as RiskMap, Control Risks webinars, event Control Risks speaks at or sponsors
- Use CRM as the central source for all tracking for all call notes, email exchanges
- Regularly report on quantity, velocity, quality and conversion of sales opportunities
- Deliver market feedback into the sales, marketing and product development teams

---

### Knowledge and experience

- ▶ 1-3 years' work experience in a sales, marketing or customer support capacity, ideally at a market intelligence/risk advisory firm. Experience of political and security risk is preferred but not required
- ▶ Ability to develop a professional rapport and collaborate effectively with sales and marketing teams
- ▶ Interested by the analysis/content our products deliver; SDRs should be analytically minded but commercially driven
- ▶ Ability to manage high volume of client outreach tasks via email and phone
- ▶ Highly motivated and goal oriented, with a hunter mentality
- ▶ Working knowledge of using CRM
- ▶ Possess excellent oral and written communications
- ▶ Ability to multi-task and manage multiple priorities
- ▶ Ability to work under pressure, meet deadlines and make decisions with minimal supervision

---

### Behaviors

All employees are expected to display behaviors reflective of our company values: Integrity and Ethics, Collaboration and Teamwork, Commitment to People and Professionalism and Excellence.

---

### How to apply

If your qualifications match with our requirements please email a **cover letter and CV** to:

[Americas.Recruitment@controlrisks.com](mailto:Americas.Recruitment@controlrisks.com)

---

**Control Risks is committed to a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age or veteran status.**