

Check Point Software Technologies Young Professional Program



Program Introduction

This program is catered towards young professionals (*within 3 years since graduation*) to embark on a journey to become a Cybersecurity Business and Technology Professional with Check Point Software Technologies Ltd. - the Global Leader in Cyber Security, which is one of the fastest growing industries in the world.

At Check Point, you will have the opportunity to receive training on the latest, cutting-edge Cyber Security technologies and to create an impact on the world's largest organizations, to make the digital world a safer place. This is a great chance for them to work with the best in the industry for a long-term career growth. Join us for an exciting ride to be the Next Generation Cyber Hero!"

Position available: Associate Sales Representative

<https://www.linkedin.com/jobs/view/2656707347/?capColoOverride=true>

Performance Objectives

- The Associate Sales Representative will be focusing on identifying new customers and establishing relationships with new business prospects.
- Articulate clearly Check Point's value proposition and solutions to help prospect achieve their cyber security needs
- Proactively prospect to find new contacts and opportunities by leveraging search engines, LinkedIn, social media, business indexes.
- Collaborate with marketing and channel to develop and execute marketing campaigns and commercial bundles to target commercial whitespace.
- Qualify the needs of new business prospects by understanding security environment, challenges, timelines and budget
- Provide accurate quarterly, monthly, and weekly forecast on deals

Desired Competencies

- Ideally recent graduates, up to 3 years of work experience. (Sales/ Inside Sales experience in relevant industry would be a plus)
- Positive and upbeat phone skills, excellent listening skills, and strong writing skills
- Strong proficiency with Excel, Word and Microsoft Outlook.
- Strong sense of urgency and efficiency in completing work
- Ability to take self-initiative, be proactive and ability to multitask, prioritize workload
- Good understanding of, and background in, Cyber Security is desirable but not mandatory
- Ability to work autonomously and in virtual teams

If you think you are up for the challenge, send your latest CV to this email address:

youngprofessionals@checkpoint.com.