



Associate Sales Representative - Switzerland

- Zurich, Switzerland

Company Description

At Palo Alto Networks® everything starts and ends with our mission:
Being the cybersecurity partner of choice, protecting our digital way of life.

We have the vision of a world where each day is safer and more secure than the one before. These aren't easy goals to accomplish – but we're not here for easy. We're here for better. We are a company built on the foundation of challenging and disrupting the way things are done, and we're looking for innovators who are as committed to shaping the future of cybersecurity as we are.

Disruption is at the core of our technology and on our way of work to meet the needs of our employees now and in the future through FLEXWORK, our approach to how we work. We're changing the nature of work from benefits to learning, location to leadership, we've rethought and recreated every aspect of the employee experience at Palo Alto Networks. And because it FLEXes around each individual employee based on their individual choices, employees are empowered to push boundaries and help us all evolve, together.

Your Career

As an Associate Sales Representative, we are seeking a sales person to manage and drive sales in a set of accounts that you will work in conjunction with different Account Managers in Switzerland and colleagues from Austria. You will play a key role in expanding the customer base as well as creating new campaigns in order to drive revenue within the accounts. You will be expected to identify new projects by building strategic campaigns & utilizing the Palo Alto Networks Next-Generation Platform.

Your Impact

- Help identify key stakeholders and contacts in Dark Accounts
- Formulate account plans in coordination with the Account Managers
- Support sales leadership with key initiatives
- Build and maintain a constant/future revenue pipeline
 - Market the company's products and/or services via telephone and email, to gauge interest and create an opportunity
 - Follow up on pre-qualified leads with sales team to ensure they are processed timely and lead to pipeline creation

- Work closely with Regional Sales leaders and follow up on all leads building up pipeline from marketing and channel campaigns
- Outbound calls to customers for meetings and marketing events
- Document all activities and customer interactions in Salesforce.com
- Use of sales specific data analytics to support sales operations and identify key trends to drive growth
- Stay up-to-date with new products and services, including capabilities and pricing, and on cybersecurity industry trends
- Consistently work towards KPI's/ KSO's set by leaders

Your Experience

- Previous work experience in inbound and outbound calls and inquiries is a plus
- Ability to understand technical concepts, possess enthusiasm for technology and to articulate clearly to all levels of technical aptitude
- Ability to adapt quickly to a fast-paced environment
- Experience with CRM software (e.g. Salesforce) is a plus but not essential
- Familiarity with MS Excel (analyzing spreadsheets and charts)
- Understanding of sales performance metrics
- Excellent communication and negotiation skills
- Ability to deliver engaging presentations
- Working proficiency in verbal and written in English is a must, German or French a plus

Note: This role is aimed at persons who recently completed their graduate/undergraduate degree or bring a max 0-2 years of experience from the start date.

AFTER YOU SUBMIT YOUR APPLICATION HERE IS WHAT HAPPENS NEXT:

- Our recruiters review your application
- If a suitable match we will follow up and arrange pre-screening
- Start date: June- August 2022

LEAP EMEA Grad Program

You're graduating or in the very early stages of your career—Exciting! But now you face a new challenge: building a career. In school, your curriculum helped guide you, but your professional life is an open world of possibilities. It can be both exciting and intimidating and we are here to help you find your own path to success.

We have built our company on a foundation of challenging the way things are done, and we're looking for incredible and highly motivated talent to help us continue this trajectory. In return, your career will have a tangible impact – one that's working toward technology that affects every level of society. Join us to help build a more secure future for the world.

What is LEAP?

The LEAP program is made up of early-in-career professionals launching into a variety of fields who want to be part of an industry committed to protecting our digital way of life.

LEAP is a two-year-long program designed to equip you with the knowledge and skills to excel in your career. The LEAP Program focuses on skills like communication, adaptability, and performance elevation to help enable you as you launch your career.

We also provide a global community for new grads to create connections with each other throughout the company and throughout the world.

Additional information

The Team

We work hand-in-hand with organizations around the world as they move to a more secure environment. Work with your assigned Regional Sales Managers and Named Accounts Managers, you find and create first meetings & opportunities, forming relationships with organizations seeking a trusted partner.

You are empowered with unmatched systems and tools, including constantly updated research and sales libraries and a team built on joint success. You won't find someone at Palo Alto Networks that isn't committed to your success – with everyone pitching in to assist when it comes to solutions selling, learning, and development.

Our Commitment

We're trailblazers that dream big, take risks, and challenge cybersecurity's status quo. It's simple: we can't accomplish our mission without diverse teams innovating, together.

Palo Alto Networks is evolving and changing the nature of work to meet the needs of our employees now and in the future through FLEXWORK, our approach to how we work. From benefits to learning, location to leadership, we've rethought and recreated every aspect of the employee experience at Palo Alto Networks. And because it FLEXes around each individual employee based on their individual choices, employees are empowered to push boundaries and help us all evolve, together.

We are committed to providing reasonable accommodations for all qualified individuals with a disability. If you require assistance or accommodation due to a disability or special need, please contact us at accommodations@paloaltonetworks.com.

Palo Alto Networks is an equal opportunity employer. We celebrate diversity in our workplace, and all qualified applicants will receive consideration for employment without regard to age, ancestry, color, family or medical care leave, gender identity or expression, genetic information, marital status, medical condition, national origin, physical or mental disability, political affiliation, protected veteran status, race, religion, sex (including pregnancy), sexual orientation, or other legally protected characteristics.

We are led by our core values of inclusion and disruption -- it is embedded in every aspect of our company, including Talent Acquisition. You have an opportunity to be a part of our mission to lead the way in becoming the most diverse, equitable and inclusive company in the industry. We are known for innovative solutions which require the best and brightest minds and diverse perspectives.

All your information will be kept confidential according to EEO guidelines.

Covid-19 Vaccination Information for Palo Alto Networks Jobs

- Vaccine requirements and disclosure obligations vary by country.
- Unless applicable law requires otherwise, you must be vaccinated for COVID or qualify for a reasonable accommodation if:
 - The job requires accessing a company worksite
 - The job requires in-person customer contact and the customer has implemented such requirements
 - You choose to access a Palo Alto Networks worksite
- If you have questions about the vaccine requirements of this particular position based on your location or job requirements, please inquire with the recruiter.