

Sales Associate position at Cape (San Francisco)

Have you sold enterprise WiFi equipment or services? Are you hungry, curious and street smart with a track record as a top performer? Do you want to get in at the ground floor of a fast paced, venture-backed, SaaS business with huge potential?

Cape is a rapidly growing SaaS and hardware company based in San Francisco and Cape Town on a mission to make the Internet better.

We're building the simplest WiFi monitoring product ever. What makes us different? Every other monitoring tool is complex, built by engineers for engineers, but today millions of networks are run by IT managers who are not network experts. Our beautiful, easy to use product is helping experts and non-experts alike to monitor and improve their networks. We are backed by some great Silicon Valley investors.

About you:

- Self-starter with a track record of top performance
- 2+ years experience in IT/networking sales
- Understanding of WiFi vendor/equipment landscape (experience at Cisco, Meraki, Ruckus, Aruba, Aerohive or similar preferred)
- Positive, energetic and articulate phone skills, excellent listening skills, and strong writing skills
- Strong work ethic, entrepreneurial mind-set, and hunger to succeed
- Results-oriented team player with a committed effort to meet individual goals
- Ability to identify, reach and qualify decision-makers through cold calls, research, and networking
- The highest level of integrity
- Smarts to suggest improvements to systems and process
- 4-year college degree

What you will be doing

As an early employee you'll be working directly with the CEO and co-founders, and you will have a key influence on sales and other aspects of the business at Cape. In addition, you will:

- Drive the sales process from start to finish, including prospecting, opportunity identification, intro meetings, product demonstrations, customer Q&A, negotiation and closing
- Build a strong sales pipeline by utilizing your existing business and industry knowledge to research accounts, identify key players, generate interest, create/identify compelling events, and develop accounts
- Work with the founders and marketing team to create sales materials to help close business
- Maintain a complete, accurate and up-to-date sales pipeline

What we are offering

- Full-time position
- Competitive salary
- Commission structure (with uncapped bonus)
- Opportunity to help shape the company
- Growth and global scope

Interested? Get in touch with Samantha at hire@capenetworks.com; please include key metrics you have achieved.