



RINGLEAD

JOIN OUR
SALES TEAM

A man in a light blue button-down shirt and dark trousers is shaking hands with a woman in a white sleeveless top and black skirt. They are standing in a bright, modern office with large windows and white tables. A laptop is on the table in front of the man. The scene is lit by natural light from the windows and two black pendant lamps hanging from the ceiling.

HIGHEST COMPENSATION

& the lowest sales targets in SAAS today!

Welcome to RingLead Sales

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OUR MISSION

AT RINGLEAD, WE UNDERSTAND HOW IMPORTANT QUALITY DATA IS TO YOUR BUSINESS.

It's our mission to increase productivity in your sales and marketing departments by providing state-of-the-art data quality management tools combined with world-class customer service and support.



WHO We Are

WE ARE DRIVEN by a collective commitment to fueling innovation, exceeding the expectations of our customers, and becoming the number one data quality provider in the industry.

WE WORK HARD. We work harder than anyone else because we believe in what we're doing. We pride ourselves on our performance-based culture, and we reward hard work. All RingLead employees are reviewed on a monthly basis and are given the opportunity to earn equity in the company. Our performance-based stock vests immediately upon being earned. We are invested in our employees' success, and our employees are invested in our success.

WE COLLABORATE DAILY. Every night, development, support, sales, marketing and design, finance, human resources, and management spend an hour sharing ideas, brainstorming and reviewing metrics. We include every single employee in these meetings because we believe all of our employees have something to offer. Our office has an open floor plan to encourage collaboration and teamwork.

WE TREAT OUR EMPLOYEES WELL. We offer highly competitive base salaries, incentive-based bonuses, ample paid vacation days and advancement opportunities for all employees. Monthly reviews allow you to stay abreast on your own progress and improvement, opening the door for conversations about career advancement, bonuses and salary increases. Employees also have the opportunity to earn additional income by accepting and successfully completing an Above and Beyond Challenge from their supervisor. We have a fully stocked kitchen and offer catered lunches for long-haul days. We also provide access to any platforms or tools you need to be successful in your role.





WE EDUCATE AND TRAIN. We train every single employee, regardless of their role, on our products, the industry, and on successfully managing a software business. At RingLead, you are not just a marketer, developer, or sales representative. RingLead's Chief Executive Officer Chris Hickey believes by cross-training all employees, we build a stronger team and allow individuals to learn more about their untapped strengths. Our daily meetings are another opportunity for all employees to stay engaged and to discover various aspects of the business that may interest them.

WE CELEBRATE. Our performance-based culture ensures that we work exceptionally hard all week. Every Friday we take a break and celebrate our success as a company at our weekly happy hour. We treat our employees to special outings and dinners to facilitate team bonding and to celebrate their hard work. We believe that engaged employees are happy employees.

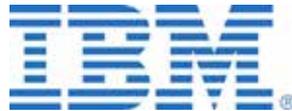
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WHO ARE OUR CUSTOMERS?

RingLead solves the dirty data problems of B2Bs and B2Cs across the globe. We help companies of all sizes and verticals find the right solution for their unique business by taking the time to identify their data quality goals. While many of our customers are small to mid-size, our new flagship product DMS is highly scalable and perfect for any enterprise.

CUSTOMERS

who *trust RingLead* with their data include:



WHAT PEOPLE ARE SAYING ABOUT RINGLEAD

“RingLead has allowed me to do granular deduplication. Additionally, as so many companies shift to ABM (my own and our customers’, too), being able to view non-converted leads associated with an account is incredibly powerful for measuring ABM success and empowering sales to treat them all as part of the same organization.”

Erin Peterson, AppExchange All Star in “16 Favorite Apps From AppExchange All Stars And Salesforce MVPs.”

“We’ve been beta testing this product for a month now, and I have to say, I don’t know how we ever managed our marketing database without it. Within the first week of using DMS we discovered that a large percentage of our Hubspot database could benefit from cleaning. DMS made it painless to not only merge duplicates, but also to enrich blank fields with social and contact data. I can honestly say with confidence that DMS is now the leading data management solution in the industry.”

Jeroen Plink, VP strategy Leopard Solutions.

Firstly, a MUST app for SFDC, there’s no doubt about it. I have been using RingLead for over 4 yrs now and it is simply outstanding. I am a big fan of all its features: Lead -> Account mapping, Related Records, Data Shield (for normalization), Unique Upload and Deduplication. With RingLead, our BDR team can now focus and do their jobs, rather than having to worry about the manual data upkeep. It keeps both our MA and CRM systems clean. On top of all this, they have a phenomenal Customer Support team that works tirelessly to resolve any issue you have. Hats off to Meli, Dan, Gregg and the wonderful team at RingLead.”

Arnav Bhatkar, Salesforce AppExchange

DATA MARKET

[\$200BB]

As a cloud-based data quality vendor, RingLead is positioned at the center of a thriving industry.

In fact, the big data analytics market is expected to grow to \$203 billion by 2020, at a compound annual growth rate of 11.7%. Cloud vendors specifically are expected to compete with traditional analytic providers at an astounding rate. The International Institute for Analytics (IIA) predicts cloud vendors will be leveraged more prominently for analytical software in 2017 than on-premises analytics solutions.

This year alone, “Data monetization” will become a key source of revenues. According to IDC, the world will create **180 zettabytes of data in 2025**, up from less than 10 zettabytes in 2015.

The growth of the big data market shows no sign of slowing down, and *neither does RingLead.*



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Extra! Extra! Read All About It!

RingLead has been featured on news websites across the country. Our press releases are consistently well-received, garnering as many as 4,000 views per release. With each press release we believe have the potential to reach a truly unlimited number of customers.



Media Outlets we've been featured in...



**International
Business
Times**



Why RingLead?

The increasingly digitally driven world we live in has put the words “data management” on the lips of every CEO, CIO and CMO in the world. Businesses of all sizes and verticals are looking for ways to clean and leverage their data in a manner that drives revenue, growth and productivity.

DATA MANAGEMENT IS A THRIVING INDUSTRY, AND RINGLEAD IS AT THE VERY CENTER OF IT.

Headquartered in Melville, NY, RingLead is one of the fastest growing SaaS companies on Long Island. RingLead offers the excitement and feel of a start-up, with the direction and vision of industry experts. The headquarters office features an open-floor plan to encourage collaboration, teamwork and unity.

In the last 6 months, under the leadership of CEO Chris Hickey and Executive Chairman Russ Artzt, RingLead has released a new flagship product and expanded its team. Now at 30 employees, RingLead is slated to grow to 75 employees over the next 12 months. With our new product DMS experiencing a 40% growth rate last quarter, the need for qualified, knowledgeable sales representatives on our team has never been greater.

RingLead offers competitive compensation, performance-based stock options, incentive-based bonuses and spiffs to all sales reps. Spiffs are uncapped and paid daily via Amex cards. On average, AEs receive between \$5-\$20K a year in spiffs, earning between \$50-%600 per closed deal.



WHY Work For RingLead?

- Low Sales Targets
- Unlimited Prospects
- **Great Products**
- Commission on all future customers you open
- Commission on all renewals for customers you closed
- Commission on all deals you help director close
- Largest commission package in the industry
- Thriving market
- Amazing customers
- Mentors with 10+ years of experience in technology sales
- Ownership opportunities through performance-based stock
- Fast-track advancement opportunities for high-performing AEs
- Happy hours to celebrate wins

TARGETS FOR **2017 & 2018** NEW CUSTOMERS - NEW LOGO

- **Account Executives:** Target \$850K (Shared)
- **Senior Account Executive:** Target \$2MM (Shared)
- **Director:** Target \$4MM (Unique Per Territory) (Shared)

We **WORK** Hard.
We **PLAY** Hard!

HAPPY HOUR FRIDAYS

Every other week the RingLead team gets together for a fun, collaborative happy hour at a different local pub or restaurant.

Our weekly happy hour is a time to unwind and celebrate our accomplishments as a team. At RingLead, we believe team bonding encourages communication and collaboration, and improves the overall company culture and morale. If you enjoy open-spaces, collaborative brainstorming and teamwork, you'll love working at RingLead.



10 RINGLEAD PRODUCTS



DATA MANAGEMENT SOLUTIONS

The Problem We Solve

Bad data hinders productivity and revenue by making it impossible for sales and marketing to efficiently target buyers and close deals. Bad data includes incomplete, inconsistent or duplicate data, all of which can cost a business revenue, clients and the reputation of their brand. Duplicate data enters Salesforce via manual entry by a sales rep, list uploads (trade lists, CSV files, purchased lists) or web forms filled out by consumers.

RingLead's approach to data quality management far exceeds basic deduplication. With a single cloud-based platform we equip users with powerful lead generation, lead routing, data enrichment and duplicate prevention technology.

OUR SOLUTION

DMS is the industry's only fully integrated SaaS platform that generates leads, deduplicates, prevents duplicates, cleans, and enriches, all in real time. Hosted on Amazon Web Services, DMS is scalable, dependable and secure, connecting directly to CRMs and marketing automation systems.



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RingLead started as the first ISV partner and the first application on the Salesforce AppExchange back in 2003.

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For over a decade we have worked to help grow businesses and increase their revenue by providing industry-leading data quality solutions. We are partners with both Salesforce and Marketo and integrate with both platforms.

HOW OUR SOLUTION WORKS:

- Using the only real-time duplicate prevention technology available, RingLead prevents dupes via manual entry, list uploads and web forms
- **RingLead enriches web forms and lists using proprietary technology to add addresses, company, revenue, employee size, industry, and more, to each new record. DMS is also able to add validated email addresses, phone numbers and social media links for all new leads that come in via web form or list upload**
- Once the new records are enriched, RingLead checks your existing records to ensure we are not creating a duplicate
- Next, RingLead routes the lead (along with all enriched data points) to the correct sales rep based on your company's unique configurations
- We batch normalize existing data to make all records consistent and enforce normalization on all incoming data to keep the organization's database healthy
- We source data from multiple databases to enrich existing records and provide complete profiles of records to customers

To allow our customers complete flexibility in pricing, we allow them to pay ***only for what they need.***

OUR PRODUCTS ARE SOLD IN THE FOLLOWING

DMS CLEANSE & LIST IMPORT

includes use of cleanse, list import, normalization and enrichment

- Allows users to dedupe millions of records with complete flexibility
- Features over 55 matching rules for standard and custom fields
- Validates emails in batch or real time
- Enables users to upload large lists without the headache of creating duplicates

DMS DUPLICATE PREVENTION FOR MARKETO

includes use of cleanse, list import, web submissions, normalization and enrichment

- Allows users to prevent duplicates from web forms
- Reduces marketo storage costs
- Increases ROI on marketing investments
- Enables users to deliver tailored, relevant messaging using clean, enriched data

DMS DUPLICATE PREVENTION FOR SALESFORCE

includes use of cleanse, list import, web submissions, normalization and enrichment

- Link Leads to Accounts in Salesforce or Convert to Contact
- Validate emails in batch or real time
- Standardize data like company name, name, job title, phone, url and more
- Generate up to 70% more revenue based solely on data quality

PACKAGES:

DMS

DATA MANAGEMENT SOLUTIONS

DMS CAPTURE

Sales Prospecting Tool. Currently available as a Google Chrome plug-in app.

- Allows users to generate, research and save 1,000+ leads in seconds
- Prevents duplicates when importing new leads to sales
- Industry's #1 prospecting tool

CUSTOM DATA SERVICES

Full-service data quality management by an expert RingLead data scientist

- Allows companies to have a hands-off approach to data quality
- We do all of the work and return a clean, normalized, duplicate free and enriched file
- Gives users an option to automate data quality using RingLead DMS and custom settings



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Our **Sales** Model

RingLead Sales operates as a team to bring our customers the highest level of customer service and support in the industry.

RINGLEAD CUSTOMERS ARE DIVIDED INTO FOUR SALES TERRITORIES:

West Coast, East Coast, Southeast, and Midwest. Each sales territory has one Director of Sales (DS) and two Account Executives (AEs).

For each territory, each AE is assigned specific states so that every customer has one dedicated DS and one dedicated AE familiar with their account. The role of AE is an inside sales position responsible for creating meeting and demo opportunities for directors, who in turn, present RingLead products and work directly with the buyers to close. Each AE and DS on a deal are compensated on every closed won and for every renewal for that client thereafter. Our team selling approach enables AEs to gain the experience they need to advance in the company.

EARN ADDITIONAL MONEY DAILY!

With RingLead spiffs, you have the potential to earn up to **\$600 per closed deal by EOD!**

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Compensation

RingLead offers competitive compensation, performance-based stock options, incentive-based bonuses and spiffs to all sales reps.

Spiffs are uncapped and paid daily via Amex cards. On average, AEs receive between \$5-\$20K a year in spiffs, earning between \$50-\$600 per closed deal. **Our Sales team has the highest compensation package in the industry, the lowest sales targets, and the greatest support and training.** No one in SaaS pays their Sales team more than us – *that's a fact!*

Housing & Relocation

RingLead offers housing allowance and relocation pay at its discretion.

Candidates are eligible to receive up to \$2K/month in a housing stipend if they choose to relocate to Long Island for a sales role at RingLead. The amount of the stipend will be deducted against future commission pay for a period of up to 4 months based on achieving expectations in monthly performance reviews. RingLead management reserves the right to revoke housing allowances if at any point they determine expectations are not being met.

Upon being promoted to SAE, candidates become eligible to relocate to any major city such as Miami, Houston or Los Angeles, to begin selling to a unique territory. Relocation opportunities at RingLead are designed to enable SAEs to grow professionally and acquire the necessary experience to advance to Director, having already being trained at the AE level.

Expectations

All sales employees are provided with clearly outlined expectations at the time of hire. These expectations are reviewed monthly with CEO Chris Hickey and Sales Manager Joe Barbatoto help keep you on track to meet your targets. Achieving and exceeding expectations on these monthly reviews offer big payoffs including performance-based stock, offers for Above and Beyond Challenges, future promotions and base salary raises.



- Achieve your call targets of 100 calls a day / 3 hour of talk time
- Achieve your call plan, schedule 10 customer demo/site visits a week
- Create agendas/discovery/reminder emails/sales pitch presentation/sales proposal document and recap email for all company meetings
- Master Salesforce CRM and keep all contact/leads account complete and accurate
- Pass product certification requirement
- Demo Product to Customer and Prospects
- Keep up-to-date with account pipeline
- Achieve pipeline sales target on a regular basis
- Exceed Customer Expectations Through Superior Software and Service
- Consistently achieve your product demo and customer site visit targets (minimum of 10 per week)
- Ensure your prospect meetings and site visit meetings are converting to qualified sales opportunities at a minimum conversion rate of 75% from competed demo or site visit to new sales deal in the pipeline
- Achieve your volume and revenue pipeline targets
- Provide management with accurate and reliable forecasts
- Maintain an accurate, up-to-date and active sales pipeline
- Continuously exceed the expectations of your prospects and customers before, and most importantly, after the sale
- Remain professional and positive with a desire to learn, improve and exceed your expectations at all times
- Achieve your sales call targets, talk time targets and customer site visit targets on a consistent weekly basis. Targets vary depending on position.



Dress Code

Employees working in the sales division at RingLead represent the company and are expected to dress in a manner that aligns with the professional message we strive to convey to our customers. Inside sales reps are responsible for video conferencing buyers, and thus, must dress in a way that supports our overall image at all times (Casual Friday being the one exception). When video conferencing with prospects you are asking people who have never met you in person to access their most valuable assets including data, prospect lists and their sales pipeline. Building trust and portraying a professional image by way of how you speak, dress and demo, is critical to the selection process for buyers.

SALES EMPLOYEES:



- Full Suit (Dress Jacket and Dress Slacks)
- White Dress Shirt (preferred) / A solid color is better on video and presents a better image to our customers
- Tie (at all times)
- Dress Shoes
- Clean and Groomed (at all times)

CASUAL FRIDAYS:



- Jeans
- Dress Shoes (no sneakers)
- Solid Shirt with collar no polo or sweaters or pullovers
- Clean and Groomed (at all times)

How **We Hire**

RingLead's interview process is *simple, fast and painless!*

1

Submit a 2-minute video outlining what qualifies you to work as an AE at RingLead. All videos are reviewed by talent acquisition specialist and/or sales manager.

Exceptional videos are viewed by CEO Chris Hickey.

2

Complete a 20-minute phone screen with Talent Acquisition Specialist **Jenna Costanzo**.

3

Visit Ringlead's headquarters in Melville for an in-person interview with sales directors, Sales Manager **Joe Barbato** and/or **CEO Chris Hickey** pending schedule availability.

4

**IF SELECTED,
RETURN FOR A
SECOND-ROUND
INTERVIEW:**

- Complete Caliper sales test to assess your ability to sell for RingLead
- Create and present a 10-slide sales presentation to demonstrate your selling abilities
- Review and agree to expectations for your specific role in advance of your sales presentations
- Instant feedback within 15 minutes of presentation whether or not you have been selected for the role
- Offer letter, expectations and start date will be within 2 weeks of offer letter. It is your responsibility to ensure you have a copy of your expectations if selected for the role. Management is supportive but it is ultimately up to each AE to review and achieve clearly outlined expectations.



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Career Trajectory

Account Executives have the opportunity to advance to **Senior Account Executive (SAE)**, and ultimately, **Director of Sales**, upon meeting clearly outlined expectations over a defined period of time. Once an AE has mastered the basics of inside selling, they progress to an SAE where they enter field selling. Unlike the role of AE, the role of SAE is a field representative role and will require time spent at in-person meetings with clients. Once an SAE, the sales representative is able to progress to DS by consistently meeting targets and exceeding outlined expectations. Directors own unique territories and oversee teams of SAEs and AEs to help them identify and close new prospects. Of the sales roles, directors have the most flexibility in their role.



Account Executive

Senior Account Executive

Director

Account Executive (AE)

The role of an AE is an inside sales position. AEs are primarily responsible for learning the products and needs of customers and helping to build pipeline. AEs core tasks include outbound calls, qualifying inbound leads, prospecting, and scheduling demos and in-person meetings for their directors. During the first 3 months AEs are expected to become product certified to demo and present products to buyers independently. AEs are reviewed monthly based on clearly outlined expectations that include contribution to pipeline, demos scheduled, site visit targets and sales targets.

INCENTIVE-BASED COMPENSATION ON TARGET: \$125,000+ No Cap

STARTING BASE:

\$40K - \$60K

(plus overtime) contingent on SaaS-based product experience

BASE AT 3 MONTHS:

\$50,000

(plus overtime) after 3 months of consistently achieving expectations on monthly reviews

BASE AT 1 YEAR:

\$60,000

(plus overtime) after 12 months of consistently achieving expectations on monthly reviews

PERFORMANCE-BASED STOCK OPTIONS

Senior Account Executive (SAE)

SAEs are responsible for visiting and presenting to commercial and enterprise customers in the field. SAEs share many of the same responsibilities of AEs in terms of identifying and qualifying prospects, building pipeline and meeting site visit and sales targets.

Pending position availability, internal candidates will be considered for SAE roles first based on total points earned from 12 monthly performance reviews. Candidates who rank among the top 25% of AEs on reviews are eligible for promotion. Promotion is not automatic or guaranteed.

INCENTIVE-BASED COMPENSATION ON TARGET: **\$250,000+ No Cap**

STARTING BASE: **\$70K - \$90K** (contingent on experience)

PERFORMANCE-BASED STOCK OPTIONS



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Director of Sales

A DS manages a team of SAEs and AEs and is responsible for developing a sales strategy for a specific geographic territory to drive revenue and build pipeline for the company. Each DS is expected to demo products to customers and consistently achieve targets for new products, services and existing customers. A DS is also expected to maintain accurate records of all pricing, sales and activity reports submitted by SAEs and AEs, as well as provide timely feedback to senior management about team performance.

Pending position availability, SAEs who perform highest on performance reviews will be eligible for promotion to Director. Promotion is not automatic or guaranteed.

INCENTIVE-BASED COMPENSATION ON TARGET: \$320,000+ No Cap

STARTING BASE: \$100K - \$120K (contingent on experience)

INCENTIVE-BASED COMPENSATION OPPORTUNITIES: \$200,000

PERFORMANCE-BASED STOCK OPTIONS

PERFORMANCE-BASED

Stock Options

Our CEO believes that all employees who achieve expectations should own a piece of RingLead. All RingLead employees are provided with performance-based stock certificates and a RingLead Stock Estimated Value table at the time of employment. The value table is an estimate only; actual stock value is dependent on various factors including expense targets and revenue.

RingLead's performance-based stock vests immediately upon an employee achieving expectations on 12 monthly reviews. Stock doubles and vests immediately for employees who *exceed expectations on 12 monthly reviews.*

EXAMPLE: (Potential estimate of stock value)

- An employee who achieves expectations: $5,000 \times \$10.000/\text{share} = \$50,000$
(upon liquidation event)
- An employee who exceeds expectations: $10,000 \times \$10.000/\text{share} = \$100,000$
(upon liquidation event)

All vesting and stock are subject to market conditions. Value is not guaranteed. All stock is given in good faith as RingLead executives work to build a culture where everyone shares in the success of the company.



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Training & resources provided by RingLead



TRAINING FROM CARDONE UNIVERSITY

Cardone University is an online sales training university used by Fortune 500 companies like Google, Twitter, Facebook, Microsoft and the United States Army. Our unlimited access to the platform includes over 1,500 video courses to help you perfect your selling skills.



TRAINING AND ACCESS TO SALESFORCE

Used by companies like American Express and Accenture, Salesforce is the leading customer relationship management system in the world. This cloud-based CRM requires minimal setup and allows sales representatives great autonomy in how they import, export, and route records.



TRAINING AND ACCESS TO LINKEDIN SALES NAVIGATOR

With over 380 million users, LinkedIn is a goldmine for any sales professional. LinkedIn Sales Navigator enables sales representatives to leverage this goldmine by supporting healthy social selling habits.

Sales reps can import from Salesforce into Sales Navigator to see LinkedIn activity for important accounts, contacts and leads.



TRAINING AND ACCESS TO MARKETO

Marketo is one of the leading marketing automation systems in the industry and a trusted partner of RingLead.

Marketo is primarily used at RingLead for email campaigns and lead generation. Marketo fully integrates with Salesforce, as well as RingLead's flagship product, DMS.



TRAINING AND ACCESS TO HIGHFIVE

Highfive is an advanced video conferencing platform used for all meetings, both internal and external, at RingLead.

As an inside sales representative you will often video conference clients and prospects using this platform, as well as your colleagues and supervisors for team meetings.



TRAINING AND ACCESS TO PEOPLELINX

PeopleLinx is a sophisticated social platform that integrates with LinkedIn and Salesforce to help you close deals and establish yourself as an expert in data quality management.

PeopleLinx is also used to share original content released by RingLead's marketing team.



TRAINING AND ACCESS TO 15FIVE

15Five is a performance management software you to remain current on the assignments and tasks at hand in a collaborative environment.



DETAILED PRODUCT TRAINING TO ENHANCE YOUR SELLING POTENTIAL

You will receive detailed product training from developers and sales directors to help you effectively sell our products. This training, combined with datasheets, presentations and recorded demos, will help you identify and address key pain points for buyers when selling.



MARKETING & DESIGN SUPPORT TO CREATE COMPELLING PRESENTATIONS

RingLead's expert Marketing & Design team will aid you in creating visually compelling presentations for your prospects and customers.

Marketing & Design will also create datasheets and social media content available to you for sharing and promotion.



SALES CHALLENGES

This recurring challenge pits AEs against each other to see who has what it takes to demo for RingLead! AEs are given time to prepare and then asked to demo our software for our developers and leadership team. At the end of the challenge, the developers rank the AEs and decides who has what it takes to demo for us! While fun by nature, this challenge is an integral part of becoming RingLead certified and is mandatory for all AEs

TOP 10 REASONS

To Enter Technology Sales

1 JOB SATISFACTION

Salespersons in the technology field rank among the most satisfied in terms of work/life balance.

2 JOB SECURITY

As technology continues to evolve, the demand for data quality solutions and knowledgeable salespersons will only grow.

3 DEMAND

In any industry, sales is arguably the most important department. Without knowledgeable, trustworthy salespersons, there are no customers.

4 CAREER OPPORTUNITY

Sales is the most versatile career available. The skillset you obtain in sales will transfer to any role imaginable. In fact, 20% of Fortune 500 CEOs started out in sales. *Chris Hickey, RingLead's CEO, started in sales himself.*

5 PROFESSIONAL GROWTH

Technology sales allows you to break into one of the most profitable industries in the world. In a tech sales position you will be challenged to learn more about complex products and technologies, building your overall skill set and experience.

6 COMPETITIVE COMPENSATION

Because the demand for technology is expected to continuously grow, you can expect your bank account to grow from commission alone. In addition to base, commission and bonuses, RingLead offers commission on renewals, too.





7 ENTREPRENEURIAL OPPORTUNITIES

Within 12-24 months, based on performance, you can advance to a Director of Sales at RingLead and lead your own sales territory. For many directors, owning their own territory satisfies their entrepreneurial side and provides them with valuable leadership and management experience.

8 IMPACT

As a sales representative in technology sales you directly impact the rate at which your company grows. You are a key player in the company.

9 EXCITEMENT

Technology is constantly changing and evolving, breathing new life into a role that could otherwise get boring fast.

10 IMPORTANCE

With tech sales you are not simply selling a product. You are driving change and helping businesses of all sizes, all over the world, innovate and reinvent themselves.

Your **FUTURE** **AWAITS**

Ready to start your career in inside sales?

To apply, please send a brief 2-minute video outlining what qualifies you for the job to **Jenna Costanzo** at jcostanzo@ringlead.com.

TIPS FOR A SUCCESSFUL VIDEO:

- Dress professionally – Consider this a first-round interview!
- Pick a well lit environment without many distractions behind you.
- Minimize background noise to the best of your ability.
- Speak clearly, loudly and with conviction.
- Have fun and sell yourself as the best candidate for the job! After all, *this is a sales position!*

For more information on positions being hired for, please visit: <https://www.ringlead.com/careers>



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www.ringlead.com

CONTACT INFORMATION

HEADQUARTER ADDRESS:

200 Broadhollow Road
Suite 400, 4th Floor
Melville, New York 11747

PHONE:

1(888) 240-8088

EMAIL:

sales@ringlead.com

