

**Okta, inc.**  
San Francisco, CA  
Equal Opportunity Employer

**Position Title:** Business Development Representative Intern

**Position Summary:**

BDR'S are high energy professionals that drive the demand for our market-leading identity governance cloud solutions. Ideal candidates should be eager to demonstrate their ability to be sales driven self-starters. We'll provide tools, training, & excellent mentorship/leadership that will help advance your sales career. Our culture is built on our vision, people and values; to enable any company to adopt any technology anywhere. While working towards that vision, our people embody our values of customer success, innovation, transparency, and integrity. Together, we are boundless.

**Submit/ Respond to the Following**

- Resume and LinkedIn Profile (optional)
- Cover Letter (optional)
- How did you hear about this job?

**Why Work at Okta?**

- We believe that work is a never-ending process of learning and iteration.
- We work on extremely complex problems.
- Your colleagues are here to help you learn and grow.
- We work on products that make millions of people's work lives better.
- We're funded by the industry's most respected investors.
- You'll have the opportunity to change technology forever.

**Role Specific Responsibilities**

- Qualify, follow up, educate, and develop a substantial volume of inbound leads to progress prospects further into Okta's sales process
- Generate sales-ready meetings and opportunities for Account Executives using Okta's qualification criteria
- Research accounts, identify key players and generate interest through cold discovery calls, and email campaigns
- Utilize your active listening skills to understand and uncover customer needs and business problems to effectively communicate how Okta can solve them
- Work closely with the Marketing team to drive continuous improvement in lead quality, conversion rates, and pipeline generation
- Provide accurate lead distribution and thorough discovery to the assigned Account Executive
- Consistently achieve quota to ensure territory revenue and growth objectives
- Use and maintain the Salesforce.com system according to Okta's standards; provide metrics on leads

## **Qualifications**

- Currently enrolled in an accredited College or University
- Excellent written & verbal communication skills
- Strong analytical skills
- Highly motivated, driven and self-starting individual
- A desire to grow and advance a career in sales

## Evan Fraser Ruiz

[evanfruiz@gmail.com](mailto:evanfruiz@gmail.com)

(925) 285-0366

202- 6328 Larkin Drive  
Vancouver, BC V6T 2K2 CANADA

Walnut Creek, CA 94598 USA

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EDUCATION	University of British Columbia, Vancouver, Canada Faculty of Arts, Interdisciplinary Studies	Expected May 2021
	<ul style="list-style-type: none"><li>• <i>Behavioral Marketing and Sales in a Global Environment</i></li></ul>	
WORK EXPERIENCE	<b>DocuSign, Seattle, WA</b> <u>Sales Intern</u>	May 2020- Aug- 2020
	<ul style="list-style-type: none"><li>• Worked towards a quota and attained 100% of my number</li><li>• Generated lead flow through cold calling efforts and email campaign outreach</li><li>• Discerned potential for purchase and scheduled appointments for Sales Account Executives to pursue</li><li>• Recorded prospect information in CRM data base; Salesforce</li></ul>	
	<b>NBC Sports Bay Area and California, San Francisco, CA</b> <u>Marketing and PR Intern</u>	Jun 2019 – Aug 2019
	<ul style="list-style-type: none"><li>• <i>Participated in and helped organized all promotions and events</i></li><li>• <i>Assisted in the coordination of an event with over 100 guests, with the goal to support women in sports while push brand awareness</i></li><li>• <i>Assembled material for content creation and social recapping</i></li></ul>	
	<b>Guayaki Sustainable Rainforest Products, Inc., Sebastapol, CA</b> <u>Campus Ambassador, University of British Columbia</u>	Jan 2019 – Apr 2019
	<ul style="list-style-type: none"><li>• <i>Orchestrated distribution of Guayaki products, promote the sustainable business model, and support their efforts towards forest regeneration.</i></li><li>• <i>Hosted PR booths at campus events</i></li></ul>	
	<b>Alliance of Chief Executives, Walnut Creek, CA</b> <u>Member Development Intern</u>	May 2017 – Aug 2018
	<ul style="list-style-type: none"><li>• <i>Researched and identified candidates for membership in business leaders' community using advanced searches in LinkedIn and LinkedIn Sales Navigator, Google alerts and various business news sources.</i></li></ul>	
ACTIVITIES	Rugby team, University of British Columbia Kappa Sigma Fraternity, VP, University of British Columbia Passion to Purpose, Duke of Edenborough, Alumni Olympic team, Academy Water Polo Club	Sept 2017 – Sept 2019 Dec 2017 – Present Jul 2019 – Jul 2019 Junior Summer 2016

100 1st St 6th floor  
San Francisco, CA 94105

June 18th, 2020

Okta, Inc.

San Francisco, CA  
To the Okta Team:

Please consider my application for the, remote, Business Development Representative Internship within Okta's Sales Internship Program.

I grew up in Walnut Creek California and attended an all-boys catholic high school called De La Salle. While at De La Salle, I played water polo and rugby. I was also a leader for their Student Coalition on Respectful Education (SCORE) program and a Peer Mentor. Outside of school, I played club water polo and had the opportunity to participate in the Junior Olympic summer water polo program.

I'm going into my senior year, studying Interdisciplinary Studies- Behavioral Marketing and Sales in a Global Environment, at the University of British Columbia in Vancouver, Canada. I have been involved on campus as a student athlete in UBC's rugby program and am currently an active member in the Kappa Sigma Fraternity, where I hold the position of Vice President and continually work to develop my social, leadership, and conflict resolution skills.

Currently, I'm working as a Sales Intern at DocuSign, San Francisco. Primarily, in my role, I generate lead flow through cold calling effort and email campaign outreach. Before working at DocuSign, I completed a Marketing and PR internship at NBC Sports Bay Area and California. In my position, I primarily worked to engage individuals, from setup through activation, within our marketing events and promotions. I was given the opportunity to act as Lead Intern in the final weeks of my internship. Before I began this internship, I was a Campus Ambassador for Guayaki Sustainable Rainforest Products, Inc. My goal was to distribute product and educate the consumer on its efforts towards sustainable work environments and forest regeneration. Last summer I worked as a Member Development Intern for the Alliance of Chief Executives in Walnut Creek. I was responsible for using LinkedIn, online searches and business periodicals as resources to find and pre-qualify executives for membership, and adding those candidates to the company's CRM, Salesforce. I also worked for a retail swimwear company called Making Waves, overseeing and running their remote sales events all over the Bay Area.

My experience with marketing and PR, product distribution/ education, and sales has given me the confidence to take on Okta's fast paced, social, and professional environment. I am hopeful that my time management, creative thinking, communication skills would allow me to be a great addition to the team. I look forward for an opportunity to discuss my qualifications and passions more in depth. Thank you for your consideration.

Warm Regards,

Evan Ruiz

## Reference Letter 1:

Dear Kate,

Happy Friday! I hope you had a wonderful week.

As you know, my internship at DocuSign will come to an end in mid to late August. I can't believe how fast this summer is going by! I have thoroughly enjoyed my time here and am confident in my decision to pursue a sales career. With that being said, I want to maximize my experience with sales so that I can become a stronger team member upon graduation.

An opportunity has risen for me to continue working, part-time, during the school year at Okta, inc. This opportunity is for a Business Development Representative Internship which will, not only, increase my exposure to the tech industry but also help me improve my sales skills.

As a current Sales Intern, who is attempting to improve their experience before entering a full-time role, I am wondering if you would be willing to write a reference letter on my behalf. The letter can, simply, include the responsibilities of my role and my performance completing those responsibilities. I have attached the job posting and my CV, for your reference.

Please email me at [evanfruiz@gmail.com](mailto:evanfruiz@gmail.com) with any questions or concerns you might have. Thank you in advance for your time!

Warm regards,  
Evan Ruiz

**Reference Letter 2:**

Dear Mr. Sommer,

I am applying for the position of Business Development Representative Intern at Okta, inc. and am hoping that you would be willing to act as a reference.

I have attached my cover letter for your reference; however, the reference letter can simply refer to my responsibilities at NBC Sports Bay Area and California, and my success in the role. The application is due by June 31<sup>st</sup>, 2021.

Please email me at [evanfruiz@gmail.com](mailto:evanfruiz@gmail.com) with any questions or concerns you might have. Thank you in advance for your time!

Warm regards,  
Evan Ruiz

**Reference Letter 3:**

Dear Corby,

I am applying for the position of Business Development Representative Intern at Okta, inc. and am hoping that you would be willing to act as a reference.

I have attached my cover letter for your reference; however, the reference letter can simply refer to my responsibilities at Making Waves, and the success and career progression I had within the role. The application is due by June 31<sup>st</sup>, 2021.

Please email me at [evanfruiz@gmail.com](mailto:evanfruiz@gmail.com) with any questions or concerns you might have. Thank you in advance for your time!

Warm regards,  
Evan Ruiz