

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

(925) 285-0366

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

Walnut Creek, CA 94598 USA

| | | |
|-----------------|--|--|
| EDUCATION | University of British Columbia, Vancouver, Canada Faculty of Arts, Interdisciplinary Studies | Expected May 2021 |
| | <ul style="list-style-type: none">• <i>Behavioral Marketing and Sales in a Global Environment</i> | |
| WORK EXPERIENCE | DocuSign, Seattle, WA <u>Sales Intern</u> | May 2020- Aug- 2020 |
| | <ul style="list-style-type: none">• <i>Worked towards a quota and attained 100% of my number</i>• <i>Generated lead flow through cold calling efforts and email campaign outreach</i>• <i>Discerned potential for purchase and scheduled appointments for Sales Account Executives to pursue</i>• <i>Recorded prospect information in CRM data base; Salesforce</i> | |
| | NBC Sports Bay Area and California, San Francisco, CA <u>Marketing and PR Intern</u> | Jun 2019 – Aug 2019 |
| | <ul style="list-style-type: none">• <i>Participated in and helped organized all promotions and events</i>• <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>• <i>Assembled material for content creation and social recapping</i> | |
| | Guayaki Sustainable Rainforest Products, Inc., Sebastapol, CA <u>Campus Ambassador, University of British Columbia</u> | Jan 2019 – Apr 2019 |
| | <ul style="list-style-type: none">• <i>Orchestrated distribution of Guayaki products, promote the sustainable business model, and support their efforts towards forest regeneration.</i>• <i>Hosted PR booths at campus events</i> | |
| | Alliance of Chief Executives, Walnut Creek, CA <u>Member Development Intern</u> | May 2017 – Aug 2018 |
| | <ul style="list-style-type: none">• <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> | |
| 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 will 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 evanfruiiz@gmail.com with any questions or concerns you might have. Thank you in advance for your time!

Warm regards,

Evan Ruiz
evanfruiiz@gmail.com

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 31st, 2021.

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

Warm regards,

Evan Ruiz
evanfruiz@gmail.com

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 31st, 2021.

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

Warm regards,

Evan Ruiz
evanfruiz@gmail.com