



Sales Development Academy

We're looking for smart, outgoing teammates to join Zscaler Sales Development Academy—one of the most strategic and invested SDR programs in the world. Get ready to hitch your career to a rocketship!

Top 10 traits of an awesome SDR

Competition in the tech world can be fierce, and every advantage counts. You'll have an edge if you're:



Intelligent

IQ helps you learn our tech, but EQ—emotional intelligence—helps you sell it. When you put them together, you'll build a genuine connection with your buyer.



Creative

The best cold calls aren't cold at all. Take advantage of personalization, video, and social media to warm up your prospects and calls.



Self-motivated

You're the architect of your potential. Know your goals, crush them, and set new ones. If you put in the effort, you'll reap the rewards.



Organized and efficient

Juggling thousands of tasks isn't easy, so you'll need to optimize your time and prioritize. Get ready to color-code your calendar.



Collaborative

Players play the game, but teams win championships. Ideas improve exponentially, and goals are reached much faster, when teams work together.



Determined and consistent

An optimistic mindset will help you to overcome objections (which are common in tier role). Combine that with grit and a steady work ethic, and you'll see the light at the end of the tunnel sooner than expected.



Eloquent

Everyone's busy. Simplify complex tech jargon into concise, clear examples to show prospects that time with you is time well spent.



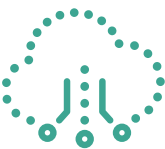
Self-aware

There's a time and place to turn a prospect's objections into fresh perspective. If you know when and where that is, you can win.



Coachable

Hunger for feedback is a hallmark of success. Don't be afraid to expose your gaps in this role—fail fast, and you can succeed even faster.



Interested in technology

Harness your passion for tech. Our buyers want to engage with educated sellers who truly understand what sets Zscaler above the rest.



Interview Tips

Prepare, prepare, prepare. Before any interview, get familiar with Zscaler, the cybersecurity industry, our competitors, and the SDR role. You should research your interviewer(s) too.

Practice etiquette. Dress sharp and have a professional background for Zoom. This is the easiest way to make a great first impression. Presentation and attention to details are key in this role.

Ask good questions. Astute questions show that you're engaged and interested in Zscaler, tech sales, and the SDR role as a launchpad for your career.

Leave a lasting impression. A strong close makes a big difference. Summarize why you're the best candidate, and let us know any additional final points that didn't come up in the interview.

Don't forget, you're also interviewing us. Make sure Zscaler is the right fit for you. Your interviewers are open books, and we enjoy selling Zscaler to top candidates.

Interview Process and How to Apply



Resume review and survey

We'll review your resume to see if you're a good candidate to interview.



Quick phone call

A recruiter will ask about your experience and your interest in Zscaler and the SDR role.



1:1 interview

You'll video chat with an SDR leader to discuss how you'd approach the job, and you'll complete a cold call role play exercise.



Panel interview

You'll present to two SDR leaders and a current SDR. Be ready to showcase your ability to sell our technology.

Apply Now!

Visit zscaler.com/sdr-academy and launch your career in tech sales, today.

