

**Hire your SAAS  
BDR Today!**



## About Us

Procareer Academy uses government & employer funding to train and place workers in entry level jobs. We are especially proud of creating career opportunities for women and minorities who are severely under-represented. In 2021 alone, we trained and placed over 300 students into long term careers.

### ▲ How our students learn

- 🖥 100% online learning.
- 👤 Live instructor-led online class.  
Learn by doing.  
Hands-on role playing exercises.

### ▲ Prerequisites

- 🎓 Min. BS degree in any major.
- 🔗 Basic computer skills. No coding skills needed.
- 📄 Need to pass analytical skills test.

### ▲ Program Features

- 🕒 160 hrs in length.  
five weeks to complete.
- 🕒 Convenient schedules.
- 👤 Ready to hit the ground running.
- 📅 Trained to sell from day one.

### ▲ What they learn in the course

- Short-list prospective companies in your target segments by size, geography and industry verticals.
- Prospect for new clients on LinkedIn and ZoomInfo to obtain contact information.
- Conduct successful outreach via cold calls, emails and messages on Social Media.
- Conduct discovery meetings to uncover client's pain points and latent needs.
- Use reference stories to demonstrate the product's capabilities to meet client needs.
- Answer client objections, negotiate and close sales.
- Time Management and prioritizing pipeline activities to maximize sales.
- Use Sales Automation Tools to boost productivity.

### ▲ Let us help you grow

- We would like to arrange interviews for our graduates at your company.
- We want to help you hire the best entry level Tech Sales talent.
- We want to help you meet your Diversity Hiring goals.
- We want to help our graduates start a fulfilling career with you.

## To arrange Interviews

email us at [info@procareer.org](mailto:info@procareer.org) or  
call us at 562-698-8301