

Form Name:	Katie School Student Opportunity
Submission Time:	April 1, 2022 11:16 am
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Location:	42.0354, -87.737

## Katie School Student Opportunity

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<b>Company Name</b>	Federato
<b>Contact Person</b>	Megan Bock Zarnoch
<b>Title of Contact</b>	COO
<b>Email</b>	megan@Federato.ai
<b>Phone</b>	(408) 799-8531
<b>Company Website</b>	<a href="https://www.federato.ai/">https://www.federato.ai/</a>
<b>Indicate what opportunity is available</b>	Full-time
<b>Title of Available Position</b>	Business Development Representative
<b>Opportunity Location</b>	Remote first, with hubs in San Francisco, Boston, New York and Chicago
<b>Salary/Wage Range</b>	Competitive industry base pay of up to \$65k, above industry standard commission structure with on-target-earnings exceeding \$100k, and unlimited upside and accelerators for high performers
<b>Opportunity Start Date:</b>	Opportunities available immediately
<b>Description of Opportunity</b>	<p>Federato is a venture-backed InsurTech firm led by Will Ross that recently closed its Series A financing. Hiring for business development roles to prospect and build pipeline in the P&amp;C insurance carrier and MGA space. The role will give 2-3 candidates the opportunity to work directly with the CEO, COO, and Head of Sales to put scale behind the company's proven outbound sales channels. Those selected will be equipped with extensive educational resources, mentorship, and back office support to ensure that they are focused on growing into effective sales leaders, not pushing paper. A successful hire can expect to be in a field sales or BDR-management role in 1-2 years, depending on their preference! This position will have a competitive industry base pay of up to \$65K, above industry standard commission structure with on-target-earnings exceeding \$100k, and unlimited upside and accelerators for high performers.</p> <p>Our top hiring criteria are that any candidate brings passion, a tabula rasa mindset, and a drive to outperform in a collaborative but competitive environment.</p>

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## Preferred Skills

## Requirements

Demonstrated interest in software, sales, marketing  
Track-record of successful prospecting or related roles  
Strong written and verbal communication skills  
Willingness to adapt to the changing roles needed in a high growth company  
Ability to quickly learn and adapt to new sales and marketing software tools

## Nice-To-Haves

4-year college degree from top tier institution  
Experience either selling to or working within the P&C Insurance Industry  
Base knowledge of machine learning and the ability to position these concepts with the clients  
Prior experience within entrepreneurial, high growth stage software companies

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**Please Specify How You Would Like  
Students to Apply**

Email resumes, inquiries and interest to [megan@federato.ai](mailto:megan@federato.ai)

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