

## Account Executive

### Us

Enlighten is a global cybersecurity leader, offering next generation client-side protection against data loss, ad injection and intrusion. Through the Enlighten solution, organizations can assess privacy risk and stop unauthorized leakage or theft of data, as well as comply with the CCPA, GDPR and other data privacy regulations. Enlighten's MarSec™ platform protects some of the largest brands in the world from data leakage whilst ensuring maximum web page performance.

### The role

Enlighten is looking for a seasoned and proven Account Executive that will report to the Chief Revenue Officer. The Account Executive will be responsible for selling Enlighten's enterprise-class Marketing Security (MarSec™) platform to new enterprise clients and must have proven ability to exceed targets. The ideal candidate will be self-motivated and have success working with V/C-level clients while defining both business and technical objectives. The role includes prospecting, presenting to, negotiating and closing strategic business partnerships with new customers across industries.

- Develop prospecting plan for new business and methodology for growing existing accounts
- Successfully prospect and leverage relationships with top Security and Digital Marketing decision-makers at companies ranging from mid-market to Fortune 500 in order to identify opportunities to sell our Marketing Security platform
- Create and foster strong, collaborative relationships with both existing clients, as well as internal Enlighten team members and partners
- Ability to work in a dynamic environment while maintaining focus and working independently to execute the sales cycle, coordinating members of the Enlighten and/or partner network to assist with close, as needed
- Prepare and deliver persuasive internal and client facing presentations while coordinating, internal resources to close contracts, as needed
- Demonstrated history of meeting or exceeding quarterly and annual sales goals and quotas
- Prepare weekly forecasts and pipeline reports
- Manage multiple complex sales cycles while keeping accurate records
- Understand and articulate Enlighten's value proposition(s) in context of the client's

objectives, goals and needs

- Willingness to travel on occasion
- Other duties as identified/assigned

## You

- At least 3 years of proven B2B sales experience within the cyber security industry
- Additional B2B SaaS sales experience within the online/digital marketing, analytics or advertising industries
- Proven track record in successfully prospecting, negotiating and closing strategic deals/partnerships with existing customers. An established list of contacts at the VP/CISO/CMO level and prior experience selling an emerging technology are preferred
- Exceptional client relationship skills, including superb written and oral communication skills
- Understanding of the complexity of Client-Side Security, Tag Management, Data Management and Optimization Account Executive
- Proven ability to thrive under tight deadlines while successfully juggling a multitude of projects simultaneously
- Must be able to work independently and manage your own activities to reach stated goals while maintaining detailed records and forecasts
- BS/BA in a relevant field or equivalent work experience required
- An extreme level of energy, highly self-motivated and a passion for success required
- Strong references (customer and work)

If you are highly motivated, we would love to hear from you. Please submit resume to [careers@ensighten.com](mailto:careers@ensighten.com).