

Sales Development Representative

Us

Enighten is a global cybersecurity leader, offering next generation client-side protection against data loss, ad injection and intrusion. Through the Enighten 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. Enighten's MarSec™ platform protects some of the largest brands in the world from data leakage whilst ensuring maximum web page performance.

The role

As a Sales Development Representative at Enighten, you will play a key role as we expand our marketing activities to support our fast-growing business. You will work closely with our marketing and sales teams to build prospecting lists, drive attendance to events such as webinars and assist individual team members with their personal prospecting activities. A successful candidate will be a self-starter, with a high-energy, positive phone presence, and the desire to grow personally and professionally into a more senior role within Enighten.

- Use research tools to identify prospective companies and individuals
- Manage inbound leads to ascertain interest and need for Enighten products
- Build prospecting lists
- Drive attendance to Enighten events via email and telephone
- Assist individual team members with their personal prospecting activities
- Develop proficiency pitching the Enighten product suite but primarily our Security and Governance offering
- Grow personal skill set in order to move into a more senior role

You

- Excellent phone skills and strong affinity to developing sales relationship via the phone
- Intelligent, resourceful and energetic

- College degree required
- Good working knowledge of LinkedIn and CRM systems
- Enthusiasm for taking on new projects
- Thrives in a fast paced and rapidly evolving corporate environment

If you are highly motivated, we would love to hear from you. Please submit resume to careers@ensighten.com.