

Sales Development Representative

Us

EnSighten was founded in 2009, with an amazing roster of global clients, such as Delta, McDonald's, United Airlines, Capital One, Nationwide and many more. We're growing significantly and looking for passionate individuals to join our growing team. So, what do we do? We enable F1000 brands to ensure their websites are secure, preventing leakage of customer data, applying strong data governance principles whilst also adhering to global compliance regulation.

If you prefer industry jargon, we're the global leader in client-side detection and prevention of unauthorized leakage and data theft through your website supply chain.

The role

As a Sales Development Representative at EnSighten, 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 have experience in a similar role, preferably selling B2B cybersecurity software, 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 EnSighten.

As a SDR you will be responsible for generating qualified opportunities for the sales team to continue through the sales cycle, out of your own prospecting, calling and emailing, therefore a proactive, hardworking and willing attitude is essential to be successful.

- Generate meetings to turn into qualified sales opportunities
- Use research tools to identify prospective companies and individuals
- Manage inbound leads to ascertain interest and need for EnSighten products
- Build prospecting lists for targeting
- Create cadence for prospecting, cold calling, follow up and nurture
- Assist individual team members with their personal prospecting activities
- Develop proficiency pitching the EnSighten product suite but primarily our Security and Governance offering
- Grow personal skill set in order to move into a more senior role

You

- Experience in a similar B2B sales role
- Previous experience selling cybersecurity software is preferred
- Excellent phone skills and strong affinity to developing sales relationship via the phone
- Intelligent, resourceful and energetic
- 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.