

Sales Development Representative

Us

Enighten was founded in 2009, with an amazing roster of global clients, such as Delta, Microsoft, 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 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.