

Us

Enlighten 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

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'd love to hear from you. Please submit resume to careers@ensighten.com.