



Sales Development Representative, USA

JitsuIn is a software company providing an innovative security and trust solution to enterprises undergoing Digital Transformation (DX) with focus on industrial and smart infrastructure markets. JitsuIn's Archivist SaaS platform is built on distributed ledgers to continuously track and monitor connected devices and/or Digital Twins while enabling customers to move fast and fix things. Customers benefit from improved security, data assurance and lower operational costs with a platform that meets their IT and OT needs.

Join us to build the business from the ground up and be the major influence to drive the company's direction and future. As one of the first Sales Development Representatives, you will have the opportunity to help identify and create new qualified opportunities. You will work closely with the Founding Team in defining outreach strategy and exceeding aggressive goals. You will be responsible for but not limited to managing outbound campaigns by identifying critical decision makers to successfully position JitsuIn value proposition. You will be an integral part of our revenue generating team and at the same time have the opportunity and support for advancement within the company. You understand the science and the art of sales and ready to apply your experience to an early stage startup where you will have a profound impact on the company's success.

Key Responsibilities

- Perform outbound phone calls and emails to identify, engage and/or penetrate qualified leads from strategic accounts generated by various marketing activities: events, webinars and target campaigns
- Prospect creatively with a focus around industry news & social (LinkedIn, Twitter, etc.)
- Creating relationships with customers to identify their needs and qualify interests and viability
- Presenting basic product information to customers once needs have been identified
- Achieve and exceed monthly targets for meetings, lead creation & pipeline generated
- Be a key player in weekly team meetings to discuss challenges and celebrate wins

Skills

- Creative and strategic-selling skills with passion to win
- Excellent written and verbal communication skills
- Basic understanding and knowledge of SaaS, trust, security and IoT industry
- Goal and customer-oriented with an independent working style and ability to set priorities
- Growth mindset that seeks to be adaptive, fast and effective in changing environment
- Proven ability to navigate a complex organization for cold outreach and generate interest

Required experience

- 2-3 years of software sales development experience
- Experience using sales automation tools such as Dynamics 365, Salesforce & LinkedIn Navigator
- Track record of achieving growth and hitting sales targets
- A knack for organization and analyzing data
- Prior startup sales experience for SaaS products

A Plus

- Basic Understanding of Digital Twins, Distributed Ledger Technologies (DLT) and IoT markets
- Experience in selling to CIO / CISO orgs in manufacturing and smart infrastructure markets

Company Summary

Jitsuin enables CISOs to boost trust in digital transformations with connected Things and reduce technology supply chain risks. Jitsuin Security Twins enable businesses to make faster, better, assured decisions on data from any connected Thing and build trust between organizations while automating resiliency of operations. Jitsuin, which means “Truth in Things,” was founded by experts in IoT, security, identity and distributed ledgers with the vision to maintain safe, efficient and sustainable Internet Things. To learn more visit <https://jitsuin.com/>

