

TechJutsu Account Executive

Who is TechJutsu

TechJutsu is a boutique company of accomplished tech specialists offering complete Identity & Access Management (IAM) solutions. From assessment and solution design, to providing training for the users within the systems, to maintaining IAM solutions, TechJutsu aims to be the IAM Partner of choice. In addition to providing IAM solutions, TechJutsu owns *Caller Verify* a SaaS product designed to eliminate the need for security questions and increase call center efficiency.

Working for a small business like TechJutsu allows you to learn a variety of skills organizations look for. You will work closely with the leadership team, giving you experience in everything from technical concepts to identifying market trends.

Job Description

You will support the Founder and CEO by providing business promotion and product sales expertise. You will use your exceptional skills in communications, and market knowledge to help ensure TechJutsu's distinct brand is easily recognized in the marketplace.

You will support the Founder and CEO by:

- Managing the sales process for net new customers from demo to contract negotiation
- Expanding business within existing customers by building long-term strategic relationships with key accounts
- Presenting to C-level executives in the field and via web demonstrations
- Developing and executing against an assigned quota and territory plan
- Working closely with sales and marketing teams to identify, position, and sell product value
- Prospecting, forecasting, building, and maintaining a sales pipeline with the leadership team
- Recording all data, documenting touchpoints, and managing CRM (HubSpot)

Qualifications

- 2+ years of sales and account management experience in a SaaS/Cloud B2B environment
- A proven track record of success selling to mid-sized and/or enterprise customers
- Ambition, high energy, and unwavering desire to achieve top results
- Super motivated, proactive & goal-oriented self-starter and team player
- Ability to understand technical concepts and possess enthusiasm for technology
- Strong time management and organizational skills: ability to prioritize and focus on delivering high quality results
- Ability to quickly build productive relationships in a fast-paced, high-performance environment
- IT/Security sales experience preferred
- BS/BA degree preferred
- Ability to travel

Why TechJutsu

TechJutsu is an IT security services start-up company with a highly entrepreneurial culture and opportunity for growth. If you show an aptitude and drive, there is an opportunity to develop the role in a direction that both adds value to the company and develops your professional skill set.

TechJutsu offers a flexible, 100% work-from-home environment, allowing you to focus on the “life” part of work-life balance. Our team collaborates daily, on everything from blog posts to the implementation of Identity and Access Management (IAM) solutions to this very job description, building each other up and helping every team member put their best work forward!

We are committed to a diverse culture; we believe in the power of diversity, and we’re dedicated to creating a diverse, equitable and inclusive environment at TechJutsu. We ensure equal opportunity for all applicants and encourage people of all visible minorities, including Indigenous applicants, and those of any religion, sex, age, ability, sexual orientation, gender identity or expression to apply.

While we sincerely appreciate every application received, only those candidates selected for an interview will be contacted.

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