

TechJutsu Sales Development Representative (SDR)

Contract to Hire

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

As a Sales Development Representative for TechJutsu, you are an integral part of the go-to-market team and are responsible for driving the growth of TechJutsu's sales pipelines. You are proud to represent TechJutsu and act with honesty and integrity in all activities. You build positive, sustainable relationships with potential customers providing a solid foundation to achieve sales. You are passionate, talented, and willing to hone your strong marketing and selling skills in a dynamic startup environment.

You will support the Founder and CEO by:

- Marketing TechJutsu's products and services via phone and email
- Generating prospective customers through cold calling and lead qualification
- Qualifying leads generated from marketing programs and campaigns
- Directing leads to the sales team
- Recording all data, documenting touchpoints, and managing CRM (HubSpot)
- Performing research and due diligence on prospects
- Working closely with sales and marketing teams to identify, position, and sell product value
- Providing detailed campaign feedback to leadership
- Expanding industry knowledge as well as the competitive posture of the company

Qualifications

- Ambition, high energy, and unwavering desire to achieve top results
- Strong attention to detail, with superior administrative follow-up and follow-through
- Ability to understand technical concepts and possess enthusiasm for technology
- Confidence with solid written and verbal skills: ability to articulate the company's mission, product and business opportunity clearly and persuasively
- 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
- Super motivated, proactive & goal-oriented self-starter and team player

- Technical proficiency using modern sales tools
- Ability to collaborate with team members
- Willingness to learn and adapt
- Knowledge of social media platforms (LinkedIn)
- Comfortable with continuous improvement feedback
- You have previous experience in an SDR or sales role (formal education is desired but not required)
- Bachelor's degree preferred

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.

Contract Terms

This newly created position is currently required on a short-term basis of three (3) months, with the possibility for extension to permanent full-time status.

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

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