

TechJutsu Technical Account Manager

Job Description

TechJutsu is seeking a **part-time, commission based** Technical Salesperson, to sell our award-winning [Caller Verify](#) service. This position is work-from-home and has very flexible hours. As well, this position would be ideal for a semi-retired salesperson, parental leave Mom's and Dad's, stay-at-home parents.

Our values are Innovation, Accessibility, Solution Seeking, Collaboration, and Integrity. The Caller Verify product provides accessibility by making the caller verification process easy and innovatively solves the problem by securely verifying callers to call centers (See our Caller Verify Demo [here](#)). In this role, you will collaborate with the rest of the team for marketing and technical demos. The solution would be sold to enterprise businesses who have internal help desks or external customer call centers.

Compensation

For all Transactions related to TechJutsu's Caller Verify Licensing having an aggregate sales price:

1. of less than CAD\$200,000, the Referral Fee shall be **[10%]** of the gross revenue collected, for a maximum of one (1) year from the start of the Transaction;
2. between CAD\$200,000 and CAD\$500,000, the Referral Fee shall be **[12%]** of the gross revenue collected, for a maximum of one (1) year from the start of the Transaction; and
3. in excess of CAD\$500,000, the Referral Fee shall be **[15%]** of the gross revenue collected, for a maximum of one (1) year from the start of the Transaction.

Qualifications

- Experience in sales; prefer technical sales
- Ability to speak to the business value of a highly technical product
- Someone who is a self-starter; with the willingness to learn and adapt
- Has existing connections to people in the C-Level or high-level technical positions at enterprise companies
- Prior experience using CRM's; preferably HubSpot
- Strong ability to work on a team and collaborate
- Ability to thrive in an evolving role requiring adaptability and the ability to take feedback and problem-solve
- An ability to guide clients to the best solution for their needs
- Looking for an individual who can open doors and get us meetings with qualified prospects

You bring:

- Can Do attitude

- Responsive self-starter with the ability to take initiative, prioritize key work and proactively manage needs for the executive before they know they have them
- Demonstrated attention to detail
- Ability to thrive in an evolving role requiring adaptability and an ability to take feedback and problem-solve
- Excellent written and verbal communication skills
- Experience working in a start-up or technology company is a bonus
- Proficiency with Outlook, PowerPoint, Excel, and Word
- Join a team of super geniuses and innovative thinkers, keen to be part of a growing company that is all about giving employees a measure of self-determination while delighting and delivering for our clients.

Why TechJutsu

TechJutsu offers a flexible work environment, allowing you to focus on the “life” part of work-life integration. Our Team collaborates 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 believe in the power of diversity and are dedicated to creating an 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. We are committed to supporting all gender identities and expressions in tech by sharing stories and advocating for equality.

Additional Information

TechJutsu is an IT security services start-up company with a highly entrepreneurial culture and opportunity for growth. While we sincerely appreciate every application received, only those candidates selected for an interview will be contacted.

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