



# Relationship Manager / Account Executive

## JOB DESCRIPTION

Most companies rely on audits and self-reported claims to show they're secure. It's slow, outdated, and hard to trust.

We replace that with continuous, real-time proof. Our platform uses AI and cryptography to validate security controls and issue Cyber Resilience Tokens™ - tamper-proof evidence that systems are actually working as intended. Tokens are then used to automate third party trust use cases such as insurability and compliance through our Spektrum Network™ partners.

We launched out of stealth with the first platform designed to deliver immutable, cryptographic proof of cyber resilience, and have raised \$10M to bring it to market. [Read more ↗](#)

Today, our technology connects fragmented security, backup, and insurance systems, turning scattered signals into a single, verifiable source of truth.

[Read more ↗](#)

We're bringing cybersecurity, compliance, and insurance into one system, helping companies reduce risk, lower insurance costs, and move faster with confidence. [Read more ↗](#)

Under the hood, we're building at the frontier of AI and cryptography, including a patented "proof-over-promises" architecture designed to close the gap between what companies claim and what they can actually prove.

TECHNICALLY, WE OPERATE AT THE INTERSECTION OF:

- Agentic AI systems for continuous control validation and orchestration
- Applied cryptography including zero-knowledge and proof-based architectures
- Distributed systems design for generating and verifying tamper-resistant records at scale



# The Role

You'll work directly with our Chief Revenue Officer, helping drive deals forward, build relationships with customers and partners, and shape how we show up in the market.

This is not a traditional AE role. You're not expected to come in with a playbook, you're expected to bring energy, and the ability to build trust quickly.

You'll spend time both virtually and in-person with customers and partners, so comfort with travel and being in the room matters. If you're the kind of person people naturally like, remember, and want to work with, you'll do well here.

## What you'll do:

- Partner closely with the CRO on active deals and strategic accounts
- Build real relationships with prospects, customers, and partners (especially MSPs and security teams)
- Lead and support customer conversations, demos, and follow-ups, both remote and in-person
- Travel as needed to meet with customers, attend events, and build deeper relationships
- Keep deals moving, driving urgency, managing next steps, and closing gaps
- Act as the connective tissue between customers and internal teams
- Help refine how we position and communicate our product based on real conversations
- Stay on top of details, nothing slips, nothing stalls



## Who you are:

- You have energy. You bring momentum into conversations and situations
- You're naturally great with people. You build rapport quickly and make others feel comfortable
- You're hungry. You want to grow fast, take on more responsibility, and earn it
- You're comfortable being customer-facing and in the room, including travel when needed
- You follow through. When you say you'll do something, it gets done
- You're organized. You can manage multiple conversations and keep things moving
- You're curious and coachable. You ask questions, take feedback, and improve quickly

## Experience that helps:

- Early experience in sales, customer-facing, or relationship-driven roles
- Exposure to MSPs, cybersecurity, or technical customers
- Experience in a startup or fast-moving environment

## What success looks like:

- Customers genuinely enjoy working with you and trust you
- Deals move forward consistently, nothing gets stuck or forgotten
- The CRO operates more effectively because you're in the room
- You take on more ownership of the sales process over time
- You grow quickly into a core member of the revenue team



## How you think:

- "How do I build trust quickly?"
- "What does this person actually care about?"
- "What's the next step to keep this moving?"
- "How do I make this easier for everyone involved?"

## Why this role?

This is a chance to get in early and grow fast.

You'll learn how real deals are built, how relationships drive revenue, and how a category-defining company goes to market. You'll have direct exposure to leadership, customers, and strategy from day one.

This isn't a role where you wait your turn. It's a role where you earn it. If that excites you, and you're excited to be in front of customers, not just behind a screen, we should talk.

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