

### **Job Description**

We are looking for a Business Development Manager to help build Steg.AI's revenue engine. This is a high-ownership role focused on outbound enterprise sales, early customer acquisition, and shaping how we go to market.

You will work directly with the founders and product team, talk to customers every day, and have real influence over pricing, positioning, and sales strategy.

### **About Steg.AI**

Steg.AI builds forensic watermarking software that helps enterprises protect their creative and proprietary content from leaks, misuse, and unauthorized distribution. Our technology embeds invisible, resilient identifiers into digital assets so companies can trace leaks, enforce accountability, and protect high-value content across internal teams, partners, and vendors.

We are an early-stage company solving a real, growing problem at the intersection of AI, content security, and enterprise risk.

### **What You'll Do**

- Source and close new enterprise customers through outbound prospecting and founder-assisted sales
- Own deals end to end: outreach, discovery, demos, pilots, negotiation, and close
- Sell a technical product to a mix of marketing, creative, business, legal, security, and technical stakeholders
- Help refine Steg.AI's ICP, messaging, and sales playbooks based on real customer conversations
- Provide direct feedback to product and engineering on customer needs and objections
- Build and maintain a strong pipeline using lightweight sales tooling (CRM, sequencing, etc.)
- Represent Steg.AI in customer meetings, demos, and select industry events

### **Who You Are**

- 3–7+ years of experience in B2B or enterprise software sales or business development
- Comfortable with outbound sales and creating opportunities from scratch
- Experience selling technical, security, or infrastructure software is a strong plus
- Able to explain complex concepts clearly and credibly to non-technical buyers
- Entrepreneurial, resourceful, and comfortable operating with limited process

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- Motivated by ownership, impact, and building something early rather than inheriting a mature funnel

### **Strong Differentiators**

- Experience selling into consumer goods, media, entertainment, creative, or IP-heavy organizations
- Familiarity with watermarking, content protection, DRM, or cybersecurity
- Startup or zero-to-one sales experience

### **Why Steg.AI**

- Early, visible role with direct access to founders and decision-making
- Real influence over go-to-market strategy and sales motion
- Competitive salary, bonus incentives, and equity
- Work on a product that solves a tangible, high-stakes problem for customers

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