

Position: Customer Success and Growth

About Ziroh Labs:

Ziroh Labs is a Data Security and Privacy Technology startup based in the Bay Area (California), Bangalore, Singapore, and Canberra. We focus on cutting-edge encryption techniques, which include Fully Homomorphic Encryption. The scientific and technical team at Ziroh Labs includes award-winning computer scientists, cryptographers, PhDs, and developers in distributed computing, large-scale distributed storage systems, and algorithms. Ziroh Labs is a winner at Cisco Launchpad Cohort 3, Mass Challenge, Israel, Samsung Global Accelerator Program, and is a NASSCOM Deep Tech club member. Ziroh Labs works primarily in three product areas. DB, AI/ML & filesystems.

Roles and Responsibilities:

Selected candidates will support our Global Product, Strategy & Business Development team with

1. Research, and analysis of cutting-edge tech topics including, but not limited to Data Privacy, Encryption Technology, and Cybersecurity across various industries and institutions.
2. Preparing the strategy & global policy for "Go to Market" or technical sales / pre-sales and industry adoption of Data Privacy technologies
3. Aiding the in-house technical sales support development including streamlining presentations, preparing demo kits, client briefing materials, and FAQs
4. Performing client presentations and demos and other duties as assigned
5. Managing specific regional or country-focused enablement initiatives, including delivering training modules and training programs, and serving as a subject-matter expert for the sales process.

Required Skills

- Have technical/ professional knowledge of the tech industry
- Be self-driven, and willing to 'unlearn' to learn
- Provide value to the team and grow with them
- Have strong writing, editing, and speaking skills
- Be able to present concepts graphically and clearly summarize & communicate complex ideas
- Have a keen sense of how field sales professionals think, operate, and absorb requirements.
- Be well-organized, outcome-driven, and proactive.

Location:

Electronic City, Bengaluru