



DIRECTOR OF SALES

The Director of Sales drives the strategic sales and direction, leading Virtuo's team through rapid growth. This integral role establishes and navigates a path to success, building out our vision to simplify the homeownership experience and connect the supporting ecosystem. It's a role that requires 'all hands on deck' and a 'roll up the sleeves' to get things done attitude. This collaborative position will bring high-growth sales success to the leadership team, a passion to deliver results, and an authentic desire to live Virtuo's core values in all you do.

If you are a Sales and Growth leader who loves both strategy and executing while leading a team to success, this is the role for you. Passionately delivering our message, you will be a key driver of positively impacting the homeownership journeys for many.

Position Responsibilities

Reporting to the Chief Operating Officer, this position is key to ensuring all aspects of the Virtuo sales engine is delivering the required outcomes.

Sales Operations - Continue to develop long-lasting relationships with our customers based on aligned visions, values, customer experience, and a strong foundation of earned trust

Go to Market - Successfully define, build and execute a go-to-market strategy to achieve our organizational objectives and corporate sales plan in a marketplace environment. Develop a deep understanding of our products and value propositions, our B2B customers, the competitive landscape and our vision to create an ecosystem, driving value to homeowners

Team Management - Manage the activities and productivity of our sales team to ensure all sales quotas, performance targets, and management objectives are met or exceeded. Recruit, onboard and support a successful sales teams to support annual \$2M to \$30M ARR (building, hiring, onboarding, and developing) and beyond. Focus on building a positive sales culture that is passionate, collaborative, and accountable, with ongoing mentoring and coaching to ensure the team is supported

Measurement & Technology - Create clear metrics and dashboards to measure and drive performance. Assemble, analyze, and report on productivity, forecasts, pipeline development, and conversion ratios to Management. Establish infrastructure, processes and needed systems to measure clear metrics, utilizing Hubspot to manage team sales tasks, pipeline, closing data and forecasting

Pipeline - Own the team effort to build target lists and execute outbound prospecting strategies in order to build a robust sales pipeline in support of achieving the defined sales targets. Constantly explore new sales channels, acquisition strategies, and tools in order to optimize the cost of acquisition. Design and implement processes and best practices for our sales and account management teams to successfully engage with existing and potential partner accounts

Optimize - Design and implement processes and best practices for our sales and account management teams to successfully engage with existing and potential partner accounts. Work cross-functionally to maintain expert-level knowledge of the features and business application of our products for the team and help share customer insights to shape our product roadmap



Mandatory skills

- Proven experience leading sales activities and teams to drive revenue in a high-growth or technology environment, managing and negotiating complex technical, outbound sales opportunities, from prospecting through close
- Ability to develop, manage and move multiple projects forward in a manner that aligns with the needs of the business, while managing demanding timelines and competing priorities
- Exceptional communication skills, and an enthusiasm for client support and relationship building
- Must be able to work in a dynamic, fast paced environment that is constantly evolving

Desired Background and Qualifications

- BA/BS Degree (or equivalent experience) in Business, Marketing, or in a related field.
- 5+ years of experience as a Sales Leader, with a history of leading a team of quota-carrying reps to exceed sales targets within an outbound sales model
- At least 5 years of experience in an individual contributor sales role with the proven track record of developing new and valuable relationships for Corporate software or SaaS solutions
- Demonstrated success in scaling up a new company or product

Who is Virtuo?

Virtuo is a home concierge company redesigning the entire homeownership journey. By leveraging technology and building a platform around people and their communities, we are creating a connected and streamlined homeownership experience that delivers the promise of home to everyone, everywhere. Our human-powered digital Concierge empowers every person to take control of their home, guiding them from possession to living in – delivering a first-class homeownership experience at every step of the way. We have an awesome service with great people, and now we just need the right people to help us deliver our vision to the world.

As a rapidly growing start-up, everyone on our team is ready to jump in and get their hands dirty - willing to do whatever it takes to advocate for our clients, deliver our larger vision and reach our collective goals. Every day is a little bit different and our team members are flexible and collaborative in their work.

We are adaptable and resilient – we roll with the punches and keep pushing forward to improve and innovate our product and services. We're a tight-knit, straight shooting team – we collaborate and dream big, and are looking for people who thrive within that kind of positive camaraderie. We don't take ourselves too seriously, but when it comes to the business, we are laser focused on our vision and our results show it.

How to Apply

Resumes can be sent to careers@virtuo.com. We look forward to hearing from you!