

### **Who we are**

A new home is the most significant purchase of our entire lives, but unfortunately it is often a complex and stressful experience. We're on a mission to transform this universal pain into the straightforward, stress-free experience our home deserves to be.

Virtuo is a tech-enabled home concierge redesigning the entire homeownership journey around the needs of people first. We leverage technology to make our Home Concierge team superhuman and create a first-class homeownership experience that delivers on the promise of home.

We're a tight-knit, straight shooting team – we collaborate and dream big, and as we continue to grow rapidly we are searching for people who want that kind of camaraderie and shared purpose.

### **What you'll do**

This position will primarily be focused on growing our sales pipeline, signing new B2B partners ready for onboarding.

- Demonstrate the value of the Virtuo Home Concierge through various prospecting methods (including, but not limited to phone calls, social selling and digital outreach)
- Identify, educate, and qualify prospects and be always building pipeline
- Build rapport with qualified leads to secure discovery calls and product demonstrations
- Be an expert in our product and industry
- Work closely with Marketing and within Sales to maximize lead to close conversions, and continue to build and scale our sales process.

### **What we're looking for**

- Experience in a similar role, demonstrating clear outcomes and success
- Excellent written and verbal communication skills
- Ability to thrive in a dynamic, collaborative, and fast-paced environment
- Extremely self-motivated with a diligent work ethic
- Preferred: Experience working in Hubspot (or similar CRM)
- Preferred: Experience within a B2B technology company or within the property, real estate industry

### **Working at Virtuo**

- Competitive salary & flexible work arrangements
- 3 weeks annual leave
- Health spending account (HSA)
- A driven and collaborative team that is fun to work with!

Please apply through [LinkedIn](#) or by [email](#). We look forward to hearing from you!