

## Account Executive

Reporting to the Head of Revenue, you'll be responsible for growing new business and developing strong customer relationships. You will collaborate with both existing customers and new prospects to enhance their businesses through Virtuo's innovative Home Concierge solution.

## Who you are

You are a seasoned and strategic B2B sales executive with a proven track record of pursuing and closing new business through creative sales strategies. Analytical by nature, you have extensive experience leveraging knowledge of customer challenges and connecting company-specific solutions. You are an energetic leader with an entrepreneurial mindset who thrives in a fast-paced and high-growth environment.

## What you'll be doing

- Demonstrating the value of the Virtuo's value proposition through various prospecting methods (including, but not limited to phone calls, social selling, and digital outreach)
- Building rapport with qualified leads product demonstrations
- Negotiating agreements and maintaining detailed records of sales and customer data
- Creating proposals that effectively connect Virtuo's product to a customer's unique situation
- Building long-lasting, mutually beneficial relationships with external contacts and internal departments to create a seamless customer experience
- Maximize lead to close conversions, and continue to build and scale our sales process
- Be an expert in our product and industry

## How you'll be measured

- New account growth
- Size of account value

## What we're looking for

- Bachelor's degree or equivalent
- 8+ years' experience as a senior Sales Executive, or similar sales role
- Experience in larger SaaS companies or enterprise sales facilitating long sales cycles

## What will help you succeed

- Highly analytical and ability to position Virtuo as an innovative solution to various customer pain points
- 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
- Highly proactive and resourceful, with a passion for generating new opportunities
- Expertise in full sales cycle and establishing scalable sales systems

## Who Are We?

Virtuo is a home concierge platform redesigning the entire homeownership journey. We partner with large home builders to help them deliver the seamless, first-class homeownership experience that consumers have come to expect in today's age.

We're a tight-knit, straight shooting team – we collaborate and dream big, and are looking for someone who wants that kind of 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.

## What we Offer

- Competitive base salary
- Paid vacation
- Comprehensive health benefits
- Work-life balance
- Energized and collaborative work environment

Resumes can be sent to [careers@virtuo.com](mailto:careers@virtuo.com). We look forward to hearing from you.