
Account Executive

Who are We?

As one of the most significant purchases we'll ever make, a new home deserves to be the most exciting and enjoyable experience of our life. While owning a home should be simple and joyful, people's best asset is their least supported and biggest headache.

Virtuo's home concierge platform helps builders, brokers, and lenders who want to deliver a first-class homeownership experience reduce move-in stress for their buyers by supporting with all transitional elements of purchasing a new home. Our all-in-one solution simplifies the homebuying process, allowing home buyers to feel at home from day one.

When ownership decisions can be complex and overwhelming, Virtuo is the trusted unbiased guide to help make them faster.

What you'll be doing

Just as we strive to be the trusted and beloved "must have" part of every home, we aim to mirror this ambition with our professional relationships. In the role of **Account Executive** you will play a key role in driving demand, interest, and new business acquisition with a focus on the realty and construction industries. In collaboration with Virtuo's Senior Leadership Team, you'll leverage diverse channels to proactively engage prospective partners, and ensure meaningful interactions that drive the adoption of our home concierge platform.

- Identify and qualify new leads through multi-channel prospecting efforts including personal networks, cold outreach, industry events, etc.
- Utilize an account-based sales strategy to build trust, loyalty, and multi-threaded relationships with key realty and construction partners within targeted verticals
- Lead and support discovery sessions to comprehensively understand partner needs and pain points
- Educate prospects about Virtuo's service offering and translate their unique goals into meaningful business opportunities
- Drive and support the negotiation process to secure mutually favorable terms and effectively close new business opportunities
- Identify gaps in existing sales processes and effectively drive improvements based on a thorough analysis of market dynamics and partner needs
- Ensure consistent and effective reporting practices, leveraging HubSpot CRM and other systems to track sales activities and partner interactions

How you'll be measured

- Pipeline generation
- New logo acquisition
- ACV
- Average deal size

- Win rate
- SQL's

What we're looking for

- Bachelor's degree in Business or related field with 4+ years' experience managing full cycle sales processes
- Proven track record of successfully sourcing, negotiating and closing partnership deals with a focus on driving revenue growth and expanding market presence
- Deep understanding of the realty and construction industries including trends, key players, and emerging opportunities
- Hunter mentality with a proven history of exceeding business development targets
- A storyteller with strong analytical and presentation skills, & the ability to effectively communicate tailored value propositions to prospective partners
- Strategic and critical thinker who can quickly grasp new business concepts and draw valuable insights
- Experience with HubSpot or other CRM tools
- Familiarity with LinkedIn Sales Navigator and Apollo.ai is an asset

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