



Senior Account Executive (US)

Join our mission to reshape the senior living industry with the #1 integrated software platform in the industry. You will be working alongside other talented, caring, driven individuals to help top-tier senior living operators enhance the quality of life for seniors and supercharge their operations with Cubigo's platform.

Cubigo is one of the fastest growing technology companies in the senior living space and backed by top tier VCs. With strategic partners like Apple you will be able to leverage a powerful ecosystem. We are deeply passionate about providing the best technology and are looking for do-ers to join our sales team. Cubigo's customers are the top leaders in the industry, including Holiday Retirement, HumanGood and Revel.

The Senior Account Executive will be responsible for driving the end-to-end sales process for Cubigo with leading senior living operators. You will directly engage with prospects, build relationships with senior living professionals (CxO level) and understand their needs. You will collaborate closely with the Cubigo operations team to deliver high impact product demonstrations and pitches, lead contract negotiations, and close deals. As an early member of a fast-growing team, you will also have the opportunity to shape emerging sales processes and structures, as well as to help define the product roadmap.

- **Client engagement:** directly engage with senior living professionals via phone, email, in-person and video meetings
 - Coordinate with the VP of Business Development and CEO to identify key decision-makers
 - Understand client needs and develop an enterprise-wide strategy that maximizes the value of Cubigo
 - Plan and schedule high-impact engagements (e.g. demo meetings)
 - Deliver tailored follow ups
 - Negotiate and close contracts in collaboration with COO and Cubigo Legal Team
- **Pitch meetings:** lead high-impact pitch meetings
 - Collaborate effectively with the Cubigo operations teams
 - Perform tailored product demonstrations
 - Answer common product questions

Contact:
jobs@cubigo.com
<http://cubigo.com/en>



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- **Sales administration:** Build and execute strong sales processes and structures for Cubigo
 - Work with the VP of Business Development to identify and prioritize prospects
 - Contribute to the development of Cubigo's sales processes and structures
 - Keep the CRM up to date with contacts and relevant sales activity
 - Contribute to the development of selling collateral, in partnership with the Cubigo marketing team

About You

- +5 years experience in sales for a software business with evidence that you are a consistent Top Producer (top 5% of your peers, over quota, President's Club type, etc.)
- Knowledge of the full sales cycle (from prospecting to contracting)
- Strong interest in the senior living industry
- Strong presence and an ability to interface with senior executives
- Ability to thrive in a start-up environment: a self-starter, comfortable with ambiguity
- Strong interpersonal skills
- Willingness to travel up to conferences and client meetings
- Based in the US

We are in a fast-paced growth environment. If you enjoy rolling up your sleeves, working multiple exciting transformational projects and thrive in ambiguity, you will create success for the client, yourself and the firm while being in the forefront of an industry in change.

Salary range: between \$120k - \$180k

How to apply

Send your CV and cover letter to jobs@cubigo.com

Include as well:

- When your estimated start date could be
- Where you live

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EEOC Statement

Cubigo provides equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, pregnancy, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. In addition, Cubigo will provide reasonable accommodations for qualified individuals with disabilities.

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