

## SALES DIRECTOR (US)

Cubigo's cloud-based solution enhances independent living for seniors. Its unique technology for staff, residents, and family to communicate on one platform enables streamlined access to services such as meals, activities, maintenance and transportation. The Cubigo platform allows senior living organizations to redesign their operations and business model in order to make it future-proof. Cubigo is a leader in the industry with a large client portfolio, including Holiday Retirement (largest independent living provider), HumanGood and Revel.

The SALES DIRECTOR will be responsible for driving the end-to-end sales process for Cubigo with leading senior living operators. You will directly engage with high potential 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
- 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

## **Required ABOUT YOU**

- 3-5+ years experience in sales for a software business
- Strong interest in the senior living industry
- Bachelor's degree or equivalent experience
- Strong presence and an ability to interface with senior executives
- Outstanding sales skills: driven, proactive, conscientious, team-oriented and curious
- Ability to thrive in a start-up environment: a self-starter, comfortable with ambiguity
- Strong interpersonal skills
- Knowledge of the full sales cycle (from prospecting to contracting)
- Willingness to travel up to 30%
- Based in the US

## **Preferred**

- Business, economics or finance focus
- Masters degree in business or finance
- 5+ years experience in software sales
- Experience selling to senior living operators

Irrespective of an individual's specific background, the successful candidate will be:

- Collaborative – someone who knows how to work with and through others to drive results and make change happen, as well is customer service orientated.
- Entrepreneurial, proactive, and productive - someone who knows how to prioritize what needs to be done and rallies colleagues to get things accomplished; “roll up the sleeves” type of attitude. Persistent and resilient are also key in this job.
- Bright – both insightful and creative, with strong problem-solving skills and pragmatic, with a practical, “real-world” sense of what is actually “do-able”. Possesses an affinity for data-driven insights to make decisions, and able to harness knowledge and expertise of the best content to support the Practice.
- Articulate and compelling in his/her oral and written communication skills; engaging and concise – with interpersonal “presence”; adaptable across executive, technical and Cubigo audiences.
- Energetic, with drive, enthusiasm, and natural skills in relationship development; well-connected, strong networker, with an extensive network of potentially relevant relationships.
- A great colleague and teammate - passionate about the task at hand and fun to be around; someone with whom the Cubigo team and clients go out of their way to work.

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.

6. Travel : 20-40% based on mix of clients

7. How to apply:

- Send your CV and cover letter to [jobs@cubigo.com](mailto:jobs@cubigo.com)
  - Include as well:
    - When your estimated start date could be
    - Where you live

*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.*