

# Sr Account Executive

UNITED STATES / Development Operations / FULL-TIME / REMOTE (Please see "Location" below)

## To Apply

To apply, please send your resume and cover letter to [recruiting@arturo.ai](mailto:recruiting@arturo.ai).

## Position Overview

As one of our exceptional Account Executives, you will drive the sales process with prospective customers as well as lead the expansion of existing accounts. You will be responsible for encouraging new and existing customers to adopt Arturo's solutions.

We are a customer-centric team that is passionate about the development of trusted relationships across our customer base. You will work closely with our customers to understand their business objectives and act as their trusted advisor and partner, enabling them to work in new ways.

## About Arturo

At Arturo, "Property is Personal." Arturo is on a mission to empower people by providing clarity around the past, present and future of property. How do we do it? By gathering, synchronizing, and analyzing imagery and other data surrounding properties, we provide property insights that drive faster, smarter, and more confident decisions. We turn data into intelligence, giving insurers the ability to better predict the unpredictable and protect customers from the unimaginable.

Our team of technologists, data scientists and innovators are channeling the power of machine learning to put technology in service of people. Our goal is not just to optimize the way insurance carriers serve their customers, but to give those customers the confidence to look forward, be bold, and live their lives fearlessly, no matter what lies ahead. To help people protect their most personal assets and the lives they've worked so hard to build. Because nothing is more personal than property, insurance has to be too.

Arturo's artificial intelligence (AI) models help insurance carriers make smarter decisions throughout the policy lifecycle, from the property level to the portfolio level. Arturo's AI-based platform helps insurers securely underwrite risks, efficiently allocate resources, and lower claims cost across their book of business, allowing them to focus on what matters most: the customer, and our shared commitment to protecting our world.

Our origin as a company developed inside of American Family Insurance sets us apart. We know the business like the back of our hand—because we were once part of it. Today, Arturo continues to

build solutions with customer success in mind. Arturo consistently adapts to an ever-changing professional landscape.

We are a start-up culture in every sense of the word...we hold a high bar, we lead with empathy, we expect creativity, operate with accountability, and strive for excellence in execution. We support our employees by providing a remote-first flexible work schedule, competitive benefits and a flexible time off policy.

## Location

Though we do support a remote work environment, our preference is candidates that are located in Utah. However we are open to remote employees in the following states: California, Colorado, Illinois, Maryland, Massachusetts, Missouri, and Texas. Please only apply if you live or are willing to relocate (at your own expense) to one of these states.

## What You'll Do

- You will own the full sales cycle providing solutions to new and existing customers.
- You will be responsible for researching and identifying new business opportunities and engaging prospective clients.
- You will continuously understand the industry trends and preemptively work with our teams to solve future customer needs.
- You will own and manage critical relationships with key stakeholders.
- You will work closely with management in formulating our sales strategy and execution roadmap
- You will work closely with our Solutions Engineering team to ensure exceptional customer engagement - at every stage of the relationship.

## What You Bring

- Bachelor's degree
- 5 - 10 years of experience in technology and innovation sales
- Ability to develop, lead, and close complex, competitive sales efforts, ideally within InsureTech and/or Fintech industries
- Proven track record of facilitating, negotiating, and closing high 6-figure through 8-figure deals and maintaining relationships year over year.
- Strong analytical and strategic planning skills.
- Proven ability to implement strategic initiatives with efficiency, professionalism, and demonstrated troubleshooting / problem-solving skills.
- Excellent written and verbal communication skills.

- Confidence and ability to effectively create and deliver presentations to all audiences up to the executive level.
- Ability to strategically lead internal and external resources and nurture cross-functional relationships.
- Willingness to learn - you have an insatiable curiosity and desire to continually learn and grow with a fearless approach to the unknown, and love a challenge.
- Teamwork / Collaboration - you like working with others; you participate actively and enjoy sharing the responsibilities and rewards. You proactively work to strengthen your team. You bring a team-first attitude to every sales engagement and operational gathering.
- Critical thinking - you incorporate analysis, interpretation, inference, explanation, self-regulation, open-mindedness, and problem solving in everything you do.
- Drive for results - you keep looking forward, solve problems, and participate in the success of our growing organization.

## Nice-to-haves

- Geospatial experience preferred
- Experience working with imagery / Computer Vision AI models / ML highly desirable.

## Travel

You can expect to travel an average of [5%] of the time for company meetings, etc.

## Compensation and Benefits

Base Salary Range: \$100,000 - \$120,000/year plus Commission and Equity. Actual salary will vary and may be above or below the range based on various factors including, without limitation, location, experience and performance. Other compensation includes stock options. In addition, Arturo provides a variety of benefits to employees, including health, medical, dental and vision insurance coverage (82% employer contribution), life and disability insurance, 401k with match, paid holidays, paid sick leave and flexible time off.

## Why Arturo?

You enjoy solving problems that initially seem impossible.

You relish working alongside passionate, respectful, and intelligent teammates.

You value being challenged by those around you to achieve great things.

You take pride in your work and want to see results provide tangible value.

You want to create the most sophisticated and accurate products in the InsurTech space.

Fortune 500 customers will use the outputs of your models to power their business and make decisions.

## Arturo for ALL

We are committed to building a culture as unique as the people, perspectives and passions it represents. We promise never to settle when it comes to diversity, equity and inclusion. As the world changes and evolves, we will always listen, learn and do.

Arturo is proud to be an equal-opportunity workplace and is an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity and Veteran status.

## Privacy

By applying for this position, your data will be processed as per the [Arturo Privacy Notice for Job Applicants](#).