

BINDHQ

Director of Sales

About BindHQ

BindHQ is high-growth insurtech startup with a vision to streamline the experience of insurance distribution through smarter software. We're a leading agency management platform providing the core underlying data architecture for MGAs, MGUs and Wholesalers in the specialty insurance sector. It's a niche sector but a growing one. And we're a disruptive actor in a landscape of complacent incumbent operators.

Our team is fully distributed with key team members spread across multiple time-zones in the United States and Europe. All our team over-index on resourcefulness and initiative - for any position at BindHQ it's a prerequisite that you are entirely comfortable being self-sufficient. That means that you have a proven track record of being a go-getter, someone who knows how to leverage internal and external resources to help execute on the strategy you develop.

To further propel us on our current trajectory, we're looking for a rock star all-purpose sales person - someone interested in selling a market-leading SaaS platform. The subject matter may be insurance, but the real opportunity goes far beyond selling software to agencies - it's about taking ownership of a core business function of a rocket ship. Taking this role is tantamount to supercharging your own career trajectory.

Your role will be diverse, and include all core tenets of b2b sales.

It goes without saying that the right candidate is smart, exudes intellectual curiosity, and is an anthropologist, keen to share best practice with the wider team from what you've learnt reviewing all the best performing businesses and brands. You will be empowered to experiment, test and learn - and you will be accountable for - and incentivized by our growth.

We don't expect this job description to appeal to 95% of the viewers. Are you one of the 5%?

Responsibilities

- Drive the sales strategy through strategic insight
- Lead initiatives from start to finish - think strategically and execute tactically
- Build out BindHQ's network, presence and brand
- Build relationships with principals and underwriters at MGAs, MGUs, Wholesale Brokers, Carriers, helping them tackle mission-critical problems within their businesses
- Map and embed our product within the strategic priorities for prospective customers
- Collaborate with the product, engineering, and customer success teams to continuously help build, update, and improve our next generation technology
- Maintain a solid knowledge of the Company's underlying technology, the range of existing products and consulting services
- Evolve the commercialization strategy for a high-growth startup
- Manage our internal CRM - Integrate several data sources to create a robust, up-to-date and efficient central database
- Analyze competitor products and activities and provide feedback into marketing strategies and product development
- Manage post-sale client relationships to maximize product extension sales to existing customers
- Represent the Company at trade shows, conferences, industry meetings and other avenues to initiate sales of the Company's products

Attributes and Qualifications

- Sharp, curious and hungry
- Clear, concise communicator
- Team player - you make everyone else on the team better and you don't let your ego get in the way
- Strong bias to action - but you know how to balance between when to push harder, and when to look for alternative approaches
- Highly effective at building collaborative relationships across teams
- Strong written & verbal communicator

- Background in SaaS SMB sales is a plus

What you'll get

- Competitive salary, option package and benefits package
- Hands on experience building and leading a sales function in a fast growing company
- You will never lack for challenge
- Passionate, smart, and fun people to work with

Apply by emailing your resume and, more importantly, a cover letter to jobs@bindhq.com