



Enterprise Sales Manager – US

About ProNavigator

ProNavigator is on a mission to deliver the most powerful insurance platform for storing, comparing, and finding insurance knowledge. Our knowledge-sharing platform is being used by some of the largest insurance organizations to save lots of precious productivity and ultimately drive more revenue.

We are attacking a very large market within the Insurtech space, and this is a unique sales opportunity to enter into a high-growth company that is rapidly expanding.

About the Role:

As a ProNavigator Enterprise Sales Manager you will hunt for net new opportunities with Insurers located in key markets of the US. Your success will have a direct impact on our growth.

You will leverage your proven history of consistently exceeding sales targets with SaaS offerings through prospecting, hunting, understanding customer pain points, developing client relationships and taking an opportunity from lead through to close. You are passionate about sales and innovative technologies, motivated by the belief in the value of what you sell and are excited by how artificial intelligence can revolutionize the insurance industry. You are a go-getter who seizes opportunities and takes control of your own success which has been demonstrated by achieving your goals through actively managing your sales strategies and pipeline. You are persuasive and persistent with excellent negotiation skills and a hyper-competitive spirit that drives you to overachieve.

Specifically, your responsibilities will be to:

- Develop quarterly territory sales plans and actively manage your sales strategies and pipeline to achieve quota
- Research and contact new business prospects, driving new opportunities through qualification to close.
- Deliver compelling customer presentations that expertly articulate our value propositions and how they support the prospective client's unique strategic and/or operational objectives
- Deliver effective demonstrations of the Sage platform, convey the technical and non-technical requirements of implementing the Sage solution and identify any customer-specific requirements
- Create and present proposal to customers.
- Manage complex negotiations involving multiple stakeholders to a win-win close
- Expand your network within the insurance industry in the US and identify for ProNavigator opportunities, trends, key influencers, etc
- Manage your pipeline and sales activity using ProNavigator's support tools to support our ability to accurately forecast our performance against targets
- Represent ProNavigator at/on events, host webinars, and participate in other marketing or thought leadership activities as required

Our ideal candidate has:

- 5+ years of quota carrying, enterprise SaaS sales experience
- Demonstrated ability to exceed sales targets consistently
- Proven ability to prospect and hunt the right customer to maximize revenue growth
- Ability to gain access to enterprise executives
- Exceptional communication and relationship skills across all organizational levels, from end users to top-level executives.
- Skilled presenter with proven experience preparing and delivering compelling customer-focused demonstrations and proposals
- Negotiation savvy to effectively balance opportunity value and time to close
- Discipline to create and execute on a sales process and the ability to consistently leverage each stage to advance the sale
- Willingness to travel (when we are able to)
- Expertise with CRM's, CRM reporting, and sales automation tools (Outreach, Salesloft, Hubspot, Salesforce, etc.,)
- Bonus points will be given for a rolodex of existing relations with P&C insurance carriers.

Location - USA- Ideally NorthEast, MidWest or SouthEast.

Please send resume to admin@pronavigator.ai