



P&C Sales Executive – U.S. (Remote)

A fast-growing insurtech innovator is redefining the art and science of commercial underwriting for carriers and MGAs. Its flagship platform is the industry's only centralized underwriting risk environment powered by advanced agentic underwriting services that deliver true decision-ready outcomes.

This platform transforms submissions into decisions by automating intake, triage, and data enrichment from documents and external data sources—surfacing actionable risk insights so underwriters can:

- Win the right accounts faster
- Scale underwriting capacity
- Improve loss ratios at scale

Backed by top-tier venture investors, the company is already supporting dozens of carriers and MGAs across the U.S., delivering:

- **85% faster underwriting**
- **32% higher GWP per underwriter**
- **Up to 700 bps improvement in loss ratios**

The team is hiring a **Sales Executive** to accelerate growth across the U.S. commercial insurance market. This role will own **new logo acquisition** across mid-market to enterprise carriers and MGAs, managing the full sales cycle from first outreach through contract execution.

Reporting directly to company leadership, this is a hands-on, high-ownership opportunity for someone who loves building, thrives in fast-moving environments, and wants a front-row seat to shaping a high-growth go-to-market engine.

If you're driven by impact, energized by complex challenges, and motivated by winning—this role is built for you.

What You'll Do

- Own the end-to-end enterprise sales process: prospecting, discovery, demos, security reviews, negotiation, and close
- Build and manage a high-quality pipeline with disciplined forecasting and deal management
- Lead executive-level discussions with C-suite, underwriting leaders, innovation teams, and operations executives
- Translate complex underwriting challenges into clear, quantified business value
- Partner with Product, Marketing, and Customer Success to ensure seamless deal execution and onboarding
- Consistently meet or exceed quarterly and annual revenue targets
- Help refine sales messaging, ideal customer profiles, and scalable go-to-market motions as the company grows



What We're Looking For

- 3–10 years of B2B enterprise software sales experience (SaaS, insurtech, insurance technology preferred)
- Proven success selling complex, multi-stakeholder enterprise solutions
- Experience with structured sales methodologies such as MEDDIC, Challenger, or SPIN
- Strong ability to develop and navigate executive-level relationships
- Hands-on experience with CRM and sales enablement tools (**HubSpot preferred**)
- Working knowledge of the P&C and/or Specialty Insurance ecosystem is highly preferred
- Comfort selling AI-powered or data-driven technology platforms
- Prior experience in a high-growth or early-stage company is a strong plus

Why This Role Stands Out

- Join a company reshaping the future of commercial underwriting
- Full ownership of your book of business with direct access to company leadership
- Competitive base compensation with uncapped upside
- Opportunity to grow with a well-funded, mission-driven category creator
- Work alongside a team building real AI solutions for real underwriting challenges—not hype