



P&C Sales Leader (player/coach) – U.S. (Remote)

A fast-growing insurtech company is reshaping 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

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

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

The team is hiring a **Sales Lead (U.S.)**—a senior, hands-on seller who can both close enterprise deals **and** coach Account Executives. This is a true *player-coach* role reporting directly to the CEO, responsible for driving the U.S. go-to-market motion, shaping sales processes, and building the foundation for a scalable sales organization.

If you excel at selling complex enterprise solutions, mentoring sellers, and shaping GTM strategy in a fast-paced startup, this role will feel like home.

The Role

- Lead full-cycle sales for mid-market and enterprise carriers and MGAs
- Build, manage, and forecast a high-quality pipeline with disciplined accuracy
- Run complex enterprise deals and multithread across underwriting, operations, innovation teams, and the C-suite
- Deliver compelling demos and articulate ROI-driven business value
- Coach Account Executives through deal reviews, pipeline reviews, and weekly coaching sessions
- Create and refine sales playbooks, messaging frameworks, objection handling, and demo narratives
- Collaborate with Product, Marketing, Delivery, and Customer Success to ensure seamless execution and strong customer outcomes
- Provide customer and market insights to influence the product roadmap
- Establish sales processes, cadences, and operating rhythms that support predictable revenue growth
- Participate in hiring future AEs, SDRs, and Sales Engineers as the team scales



Role Requirements

- 7–15 years of B2B enterprise software sales experience (SaaS preferred)
- Proven track record of closing six-figure enterprise deals involving multiple stakeholders
- Strong experience selling into the P&C insurance ecosystem
- Deep expertise in structured sales methodologies (MEDDIC, Challenger, SPIN, etc.)
- Prior experience coaching or mentoring AEs or SDRs
- Strong CRM discipline (HubSpot preferred)
- Ability to operate independently in a founder-led, high-growth startup
- Understanding of AI or machine learning concepts, or experience selling technical platforms
- Experience managing long sales cycles and navigating complex procurement processes

Why This Role Stands Out

- Become the first senior revenue leader in the U.S.
- Work directly with the Founder/CEO on GTM strategy
- Play a pivotal role in building the U.S. sales motion and future team
- Join a fast-scaling AI-driven company redefining underwriting workflows