

MIGHTY

Account Executive

Remote Position

Mighty is building the first AI driven post inspection platform by integrating agents, buyers and sellers through technology. By partnering with the 4th largest brokerage in the country Howard Hanna; Mighty is combining the natural intelligence that hundreds of thousands of enterprising real estate agents bring to this market, with the Artificial Intelligence that data science, cloud, and AI technologies enable. By first gathering data from home inspections, Mighty will then be able to execute on it's long term vision of becoming the repair data platform for all homeowners.

As a fast growing technology company, we have an opportunity to build a world-class platform that will transform the real estate industry. Since the company's conception, we have completed over 1000+ home improvement projects, generated more than 3000 estimates with 650+ agents actively using Mighty's services. In 2020 alone we expanded into multiple states and have grown the company by 400%. We believe in the power of entrepreneurial thinking and are looking for people who execute, dream big, and want to shape the direction of their own careers while reimagining the real estate experience.

Summary:

- As an Enterprise Account Executive you are directly responsible for driving net-new revenue.
- In its simplest form, the AE's role is to sell Mighty's product directly to all agents. Since every agent is an independent contractor they are the decide which services and technologies add the best value to their business.
- The refreshing part of this sale is that you are working directly with decision-makers, thus eliminating many of the hassles of selling to large corporations.
- You are tasked with helping agents understand why their business, and their clients, will benefit by using Mighty.

- This is a more humanized sale than your average Enterprise Sales deal as you are dealing directly with decision makers. You can think of every agent as the CEO of their own business - with that comes a heightened degree of empathy needed to be successful in the sale, but also the ability for quick decisions.
- Think about a top producing agent who's been doing business the same way for 20 to 30+ years. Successfully helping an agent use a new technology takes outstanding patience, listening, agility and ultimate focus to get the deal done.

What we look for:

- Strong interpersonal skills, glass-half-full mentality
- Self-starter attitude and ability to exercise judgment and solve difficult problems without direct supervision
- Excellent communication skills; ability to effectively lead client meetings and presentations
- Highly organized; ability to multi-task and handle multiple deadlines simultaneously
- Track record of excellence across strategic, operational, and detail-demanding functional responsibilities