



Account Executive

Location: In Office (Charlotte, NC)

Reports to: VP, Distribution (Devin Pike)

Company Overview

vQuip is redefining risk management for adventure sports and recreational rental businesses—helping operators of boats, ATVs, snowmobiles, and other adventure sports outfitters protect their business, lower risk, and access better commercial insurance solutions.

We're looking for a driven, results-oriented Account Executive – Adventure Sports to join our growing team and lead the charge in expanding our customer base across the U.S.

Role Overview

As an Account Executive at vQuip you will be responsible for generating outbound demand and awareness of the full vQuip suite of products. This will include cold calls, emails and other digital marketing strategy execution. You will directly broker vQuip's episodic renters insurance products to insureds and will generate leads for commercial opportunities that can be passed back into our agency network. Your mission is to make sure every adventure sports business in America knows and understands vQuip's value proposition and value add in the market.

Key Responsibilities

- **Prospect & Qualify:** Identify and research businesses nationwide that align with vQuip's ideal customer profile within adventure sports
- **Outreach & Engagement:** Develop and execute a direct outreach plan to connect with decision-makers via calls, emails, and social channels to secure meetings.
- **Value Proposition Selling:** Clearly and confidently articulate vQuip's unique value proposition to prospective customers.
- **Collaborate with Underwriting:** Partner with underwriting teams to uncover new commercial opportunities and structure developed commercial leads
- **Sales Targets:** Consistently meet or exceed monthly and quarterly closed-unit goals.

- **Full-Cycle Sales Management:** Own the sales process from initial prospecting and lead generation through contract negotiation and closing new business related to renters insurance products.
 - **Marketing & Awareness:** Develop marketing plans to make sure insureds are aware of all available vQuip programs
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Qualifications

- Highly driven and motivated to build a career within insurance marketing and production
 - Exceptional organizational skills with a bias toward action and a track record of delivering results in fast-paced settings.
 - **Strategic Thinking:** Strong problem-solving and decision-making skills, with the ability to think strategically and identify growth opportunities.
Organized & Self-Motivated: Exceptional organizational and time management skills, with the ability to manage multiple deals and priorities simultaneously.
 - **Industry Experience:** Experience in insurance, adventure sports, or outdoor recreation is preferred but not required.
Communication Skills: Excellent written, verbal, and presentation skills, with the ability to build rapport quickly.
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What Success Looks Like

- Consistently meets or exceeds weekly activity goals related to calls, emails, and other outreach
 - Strategically aligns updated value proposition pitches and messaging related to what we push into the market
 - Consistently meets or exceeds monthly unit submission and contracted goals
 - Can generate the assigned number of commercial leads each quarter for agency partners
 - Handles full cycle sales without any support on renters insurance only deals under 15 units
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Compensation & Benefits

- Base Salary + Generous uncapped commission
- Comprehensive benefits package (Medical, Dental, Vision).
- Competitive PTO policy

Applicants can share their cover letter and resume with Devin Pike at Devin@vquip.com.