

**UPDATE: THIS ROLE HAS BEEN FILLED AND CLOSED**

# Jr. Account Executive

Location

Austin, TX

Type

Full-Time

Team

Sales

## About us

We're currently a small team of 5 building what we think is the future of patient engagement for healthcare practices, led by [Alex Cohen](#) and [Nick DeRobertis](#).

Our entire founding team spent the last 3.5 years working together leading consumer and growth products at Carbon Health before starting this new healthcare AI company in April of this year. Since closing our seed round in the beginning of April, we have been heads down building and have a working v0, first signed customer (12 location medical chain), and a pipeline of dozens more healthcare practices that are asking to use our products.

## About the role

It's early, but we are planning to pre-sell the shit out of our new service and that's where you come in. There's a ton of pull in the market from healthcare practices so it's the perfect timing for us to capitalize on the demand. In 6 months from now, we'll have champagne problems if we've signed so many customers that we can't keep up with onboarding them all.

We estimate this role will be about 75% outbound sales and 25% actually closing deals (for now). We are not looking for someone who is expecting deals to land in their inbox – you'll be responsible for sourcing and doing high volume outreach to customers who fit our ICP (which is also still unclear). You'll end up doing a lot of outreach and giving customized demos across a variety of medical specialities while we all figure it all out as we build. If you're not comfortable with the ambiguity of an unclear sales playbook, target ICP, and contract terms, don't apply.

It's hard to know where our ACVs will ultimately land but we expect to be around \$30k on the low end to upwards of several hundreds of thousands on the higher end. Our typical customer will hopefully pay us \$75k-\$100k per year.

## About You

This is a more junior sales role. The ideal candidate has at least 1-2 years of experience doing high volume outbound sales (think Yelp, Indeed, etc. where they put poor college grads through a brutal sales program). You do not need to have closed end to end deals previously – this can be taught and someone who can do great outreach and give high quality demos should have no problems closing deals and getting customers over the line.

What we care about most is that you love what you're doing, are willing to put in the hard work, and don't expect things to be handed to you. You're comfortable figuring it out with us and with guidance from our CEO, Alex.

## Compensation

We'll experiment with commission structures but expect the role to have a base salary of \$50k-\$75k + bonus + equity + health benefits.

## How to Apply

DM @anothercohen on Twitter or email [alex@alexjcohen.com](mailto:alex@alexjcohen.com) with a blurb about yourself and your resume