



Sales Account Executive

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About this Position

This is a full time sales associate position with generous benefits and competitive salary. This position is a fully remote position.

The Inside Sales Account Executive's mission is to create effective inside sales strategies for inbound and outbound team building leads and innovate within the sales funnel. We are looking for someone who will hunt for opportunities within our business pipelines.

About You

You want to build something incredible and are willing to put the work in to reach success. You are creative, independent and have a love for learning. You have a sense of humor, you're a self-starter, problem solver and natural leader. You communicate openly, share your ideas and don't shy away from feedback. You challenge both yourself and others around you. You are ready to inspire people to explore the world and connect with others.

About Let's Roam

Let's Roam is a startup (est. 2016) that helps people explore the world and connect with each other. Our culturally immersive scavenger hunts help people connect with their environment through team challenges and interactive games, while our corporate virtual team building events offer a fun and sophisticated way of bringing companies together and stay engaged with one another while living in a remote work environment. We plan on growing fast and you will have the opportunity to grow with us.

Our Culture

This growing company is always working hard and you'll find a friendly atmosphere where everyone's opinions and ideas matter. We want you to flourish and grow with us so you'll have the opportunity to explore your own ideas and projects, even if they are not related to your day-to-day. You will be challenged to find ways to improve the customer experience and yourself. You will help us create a positive impact in our community through the Let's Roam Foundation.

Benefits

As a travel focused company, we encourage our employees to explore the world and discover new ideas.



- **Build Something Amazing.** You will be part of a team that is building something big. You will be able to shape our company and have a huge impact on how people travel and connect with each other.
- **Comprehensive Health Benefits Available.** Low copay health, 100% Vision, 100% Dental coverage, 100% Life Insurance
- **Rest and Relaxation.** 4 weeks paid time off, nine company holidays, paid sick days, paid volunteer days.
- **Golden Ticket.** Up to \$800 after your first year for a roundtrip flight to any city with a scavenger hunt in it.
- **Wellness Benefits** - A monthly reimbursement for gym memberships, fitness activities, massages, nutritional counseling, weight-management programs, or other programs that build a healthier lifestyle.
- **Always Learning** - Each year get a \$450 reimbursement to learn something new that helps you grow: anything from music lessons to online classes.
- **Grow Your Comfort Zone** - Each year get a \$200 reimbursement to do something that scares you and you've never done before.
- **Great Company Culture.** A small and creative team that allows you to make an impact on our customers' lives while having fun and challenging yourself.

Position Description

- *Primarily drive the outbound sales activities to create a sustainable new business pipeline (70% of time)*
 - Identify and engage with potential clients through targeted outbound sales campaigns
 - Develop and refine outbound sales methodologies, including scripts and playbooks
 - Conduct proactive outreach and follow-ups with potential business clients
- Manage select inbound leads, focusing on team building events, corporate events, and large groups (30% of time)
 - Efficiently track and manage sales pipeline and activities
 - Enhance the sales process for better efficiency and outcomes
 - Achieve sales goals for both inbound and outbound efforts

Benefits vary based on location please contact our team during your interview process for more information.

Apply To Join Our Team

<https://www.letsroam.com/careers>