



About Cuvée

Cuvée owns and curates the world's most exquisite collection of ultra-luxury homes in the most sought-after global destinations. Our vision is to create the world's most elevated travel experiences by connecting our guests to their surroundings through couture design and architecture, exceptionally tailored guest planning, and delivering fully immersive and authentic experiences. We boast the highest guest satisfaction rating in the industry with the numbers to prove it. With nearly 100% of surveys collected, our average rating is 4.96 out of 5 stars across five key categories.

At Cuvée, we go well beyond renting homes. We are masters of creating and curating extraordinary journeys, milestone celebrations, and authentic experiences throughout the destinations we call home. Learn more at [cuvee.com](https://www.cuvee.com).

Job Description

Cuvée is looking to add a dynamic, technology-enabled, and effective strategic Account Executive to our team. We're looking for a highly motivated, energetic and enthusiastic sales professional who thrives in an entrepreneurial-style environment, where the pace is fast and urgent. The focus will be connecting and establishing need from our inbound digital inquiries while also prospecting into our extensive network of strategic partners with targeted offers and marketing campaigns. The goal will be for you to expand our existing customer base.

The Account Executive will report directly to the VP of Revenue.

Job Responsibilities:

- Exceed monthly, quarterly and yearly revenue, guest satisfaction and performance targets;
- Provide impeccable service to all guests, and potential guests of Cuvée;
- Develop and execute sales strategy to optimize results from existing network and incoming leads;
- Effectively prioritize and balance outbound and inbound sales activities;
- Prospect into a network of potential guests through targeted outreach and marketing campaigns;
- Plan and recommend travel options that best-suit the needs of the guest;
- Follow up with guests and successfully move them through the sales pipeline;
- Convert prospective guests to booked guests of Cuvée, and ensure their repeat business year after year;
- Develop a personalized understanding of each guest's travel needs;

- Respond to all incoming leads, questions / comments in a prompt & timely manner.

Experience Requirements:

- Bachelor's degree required; Hotel Management, Business Administration or applicable to position preferred;
- Minimum of 3-5 years professional experience; association with luxury brands, travel sector, or high-end hospitality preferred;
- Experience with CRM (ideally Salesforce) is preferred;
- Strong proficiency in Microsoft Office;
- Previous inside sales / customer service responsibility highly desired;
- Driven to succeed and work in a rapidly growing, team-based environment;
- Strong negotiating and influencing skills;
- Impeccable interpersonal and communication skills, including written and verbal;
- Successful track record in exceeding sales quotas;
- Operates with a sense of urgency and strives for higher standards;
- Flexibility with work schedule to accommodate guest needs;
- Effective time management skills.

Salary: Commensurate with experience; base + bonus

Submit Resume: kristin@cuvee.com