

Inside Sales Account Exec

KareTeam · Hybrid Role in Colorado, with company based in Colorado Springs·

Full-time · Base + Commission. \$45,000-60,000 base, On Target of \$70,000 to \$100,000+

Position open · October 22, 2026 through November 30, 2026 ... or until successful hire.

About KareTeam

Most people want to age at home. Few families know whether that's realistic, or what it would take. KareTeam is a venture-backed AI software company that answers those questions for hospitals, home care and home health agencies, and aging consultants. **KareTeam Calculator** assesses whether aging at home is safe and workable. **KareTeam Plan** turns that answer into a practical age-in-place plan. **KareTeam Connect** activates the plan by bringing family and friends in to help and offering ongoing recommendations as needs change. Our products are unique in the market, and we're growing fast.

The Role

We're looking for one of our first dedicated sales hires: someone who loves the phone, Zoom, the demo, and the close. While we have great early sales traction, it's now time to help build a sales engine from the ground up. You'll work with hospital discharge planners, home care and home health agencies, and aging consultants who face the same question every day: can this person safely go home, and what will it take? KareTeam helps them answer it, and you'll show them how.

You'll report directly to our CEO, a seasoned startup leader, and work closely with the team to sharpen our pitch, shape our pricing, and feed what you hear from customers back into the product. As KareTeam scales, the right person can grow into leading a sales team.

What You'll Do

- **Build pipeline.** Prospect into hospitals, home care and home health agencies, and aging consultants by phone, email, LinkedIn, and video. Follow up quickly and consistently on inbound leads.
- **Run great conversations.** Qualify prospects, lead discovery calls, and deliver online demos that connect our products to each customer's real problems.
- **Close subscriptions.** Prepare proposals, handle objections, negotiate terms, and bring deals across the finish line.
- **Own your numbers.** Manage your pipeline in our CRM, forecast accurately, and hit monthly and quarterly targets.
- **Hand off well.** Partner with operations and customer success so new customers get onboarded smoothly and stay happy.
- **Be the voice of the customer.** Share what you're hearing, including objections, feature requests, and competitive intel, to help shape our product and messaging.
- **Represent KareTeam.** Support conferences, webinars, and industry events as we grow our presence.
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What You Bring

- 1–5+ years of inside sales experience, with a track record of meeting or beating quota. Have much more experience? If you're eager to get back to building at an early-stage company, we want to hear from you.
- Confidence on the phone and on video, with the ability to build trust quickly with clinical and business buyers
- Strong discovery skills: you ask good questions and actually listen to the answers
- Discipline with a CRM and a structured approach to managing your pipeline
- Persistence and resilience; you treat a “no” as information, not a verdict
- Comfort with ambiguity and building process where none exists yet
- Real interest in our mission of helping older adults live safely and well at home

Strongly Preferred

- Sales experience in senior living, aging services, home care, home health, healthcare, or wellness, or
- Experience selling online software subscriptions (SaaS), ideally to B2B buyers
- Familiarity with tools like HubSpot or Salesforce, plus sales engagement and video demo platforms
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Bonus Points

- Experience at an early-stage startup, especially one going through rapid growth
- Ambition to grow into a sales leadership role

Why Join Us

- **Meaningful work.** Help families through one of life's hardest transitions. KareTeam is a for-profit, for-impact company working to make aging better for older adults, their families, and those who care for them.
- **A product people need.** You'll sell something unique that solves a real, urgent problem.
- **Real ownership.** As an early sales hire, you'll help write the playbook, not just follow one.
- **Uncapped earning potential.** Your performance selling gives you significant upside on compensation.
- **Equity.** Share in the success you help create.
- **Benefits.** Unlimited vacation: we work hard, and we expect you to rest so you can keep doing your best work. Flexible schedules focused on results, not hours.

To Apply

We know great candidates sometimes hold back if they don't check every box. If this role excites you, we'd love to hear from you. Just email us a cover letter, resume, LinkedIn, and anything else you think we should know to: info@kareteam.com.

And yes, we're an AI company, but a person, not a bot, will read every application. At this stage, we're looking for the right match.

KareTeam is an equal opportunity employer. We welcome applicants of all backgrounds, ages, and experiences.