

Cultivate

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Account Executive

Full Time | Sales | Remote

About Cultivate

Cultivate is a premium corporate gift partner that helps companies recognize people for their best — top performers, loyal partners, standout teams, and the people who make business work.

We believe a great gift is more than a product. It is a message: *we see you, we value you, you matter*. Our work helps companies create meaningful moments of appreciation that strengthen relationships, inspire loyalty, build culture, and move business forward.

From concept to reconciliation, every program is managed with exceptional care so our clients can focus on their people, not the logistics.

About the Role

We are looking for an exceptional Sales Account Executive to help current and new clients discover how thoughtful, premium gifting can support their most important business goals.

This is a client-facing sales role for someone who enjoys building relationships, understanding business challenges, and creating solutions that feel personal, purposeful, and easy to execute. The right person will be able to engage meeting and event planners, leaders in HR, marketing, sales, and executive teams with confidence, curiosity, and care.

You will help clients think differently about recognition, appreciation, incentive travel, employee engagement, and corporate events — not as transactional gifting moments, but as opportunities to create connection and make people feel valued.

What You'll Do

Build meaningful client relationship - Identify and connect with companies looking for better ways to recognize, reward, and appreciate their people. Develop trusted relationships with decision-makers and help them understand how Cultivate can support their goals.

Recommend and sell thoughtful solutions - Lead consultative conversations to understand each client's business objectives, audience, culture, event goals, and desired outcomes. Partner with our internal team to shape gifting solutions that are premium, personal, and aligned with the client's values.

Develop clear, compelling proposals - Create proposals that connect the client's goals to the right Cultivate solution, clearly communicating the value of the experience, the impact on recipients, and the business outcomes the program is designed to support.

Manage opportunities with care - Maintain an organized pipeline, communicate clearly, follow up consistently, and keep accurate records in HubSpot. Move opportunities forward with professionalism, urgency, and attention to detail.

What We're Looking For

We are looking for someone with 8+ years of successful experience in a sales, account executive, business development, or client-facing growth role. Experience with corporate gifting, events, incentive travel, employee recognition, HR solutions, or other high-touch B2B offerings is strongly preferred.

The right person is relationship-centered, consultative, and commercially sharp. You know how to ask thoughtful questions, listen carefully, understand what matters to a client, and shape a solution around their goals. You can communicate value in a way that is simple, compelling, and tied to business outcomes.

You are organized, responsive, reliable, and detail-oriented. Clients and teammates trust you because you follow through. You also appreciate quality, presentation, service, and emotional impact — because in our work, the details shape how people feel.

Why Join Cultivate

At Cultivate, you will sell something that genuinely matters. Our work helps companies recognize people in ways that feel personal, thoughtful, and memorable.

You will be part of a team that believes in high-touch service, strong partnerships, and the power of appreciation to create connection.

Compensation

The salary range for this role is **\$75,000 to \$85,000 annually**, based on experience. This role is also eligible for commissions and performance-based bonuses from 50% to 100% of base pay. Commissions are uncapped, creating significant upside for strong performance.