

Architectural Account Executive - Los Angeles

At Spectacular we have ambitious plans to reimagine how Architects network, share their designs, find inspiration, and excel in a career they love. We are seeking a highly motivated Architectural Account Executive to introduce the Los Angeles Architecture community to our professional social networking platform. We're on the hunt for a passionate and outgoing individual who can establish strong connections with Los Angeles Architecture programs, professional organizations, firms, and architecture students.

The purpose of this role is to bring Architects, students, and firms onto the Spectacular network through prospecting, inbound traffic, and account management. As the Architectural Account Executive, you will play a vital role in building an exciting new platform that will disrupt the architectural industry as well as help elevate the work of young and aspiring architects in Los Angeles, CA.

At Spectacular we're on the hunt for teammates who:

- Are passionate about architecture and making an ambitious impact on the A&D community.
- Love to work on small, remote teams
- Owns it- comfortable taking responsibility for your work
- Take calculated risks and encourage others to do the same
- Take a world-class approach to everything you do
- Makes it safe to share ideas
- Takes care of your people

If this sounds like you, we need to talk!

Responsibilities:

At Spectacular you will:

- Prospect, close, and on-board new individuals & firms to Spectacular
- Travel to Architecture schools to promote Spectacular
- Manage a group of 10-15 student ambassadors
- Build relationships with student and professional organizations
- Collaborate with our marketing team to develop content for prospecting campaigns
- Collaborate with our product team to make improvements to the platform based on user feedback

Requirements

- A passion for Architecture & design
- Bachelor's degree in Architecture, Master's degree preferred
- 1-5 years professional experience in the Architectural industry
- Excellent communication and interpersonal skills.
- Strong organizational skills and ability to handle multiple tasks simultaneously.
- Networking expertise and the ability to represent Spectacular professionally.
- Knowledge of the Los Angeles architecture community and existing connections.

(Even if you don't check *all* of these boxes, we'd still love to hear from you!)

Benefits

- Fully remote role
- 3 weeks of paid vacation
- Blue Cross Blue Shield Health, Dental, Vision, Short-term / Long-term Disability and Life insurance
- Flexible Savings Accounts and Health Savings Accounts
- 401k with Employer match
- Employee referral program
- Team events & quarterly gatherings
- Spectacular is an equal opportunity employer.

How to apply

- Click the following [link](#) to apply to this position!