

US SALES · HIRING ·

BUSINESS DEVELOPMENT REPRESENTATIVE

Heavy Building Materials · US Remote ·

Spitch builds a Collaborative Agentic AI Platform for customer contact: virtual assistants, speech analytics, voice biometrics, agent assist, and quality management, deployed with banks, insurers, utilities, and healthcare providers across Europe and the US. Our newest and fastest-moving frontier is the US heavy building materials industry, where we are bringing voice AI to ready-mix concrete producers for the first time. Order desks in this industry still run on phone calls, and no incumbent vendor answers the producer's phone. We do.

THE ROLE

You will be the second person on our US heavy building materials team, working directly with the US Sales Director to build a new market from the ground up. This is a business development role: you find the producers, open the doors, qualify opportunities, and keep the pipeline honest while the Sales Director carries deals through demo, proof of concept, and close. You will learn enterprise SaaS sales inside a category we are defining as we go.

- Location: Remote, US-based
- Reports to: US Sales Director
- Travel: Yes, customer sites and industry events as needed <30%

YOUR PATH

This seat comes with a deliberate accountability path. You start with research, briefs, and outbound; you progress to running your own qualification calls; and as you prove yourself, you take ownership of your own accounts, from lead generation through execution, under the US Sales Director's supervision. The Director focuses on the largest strategic accounts; the book you build becomes yours to run.

NICE TO HAVE

- An existing network among concrete producers or dispatch software vendors
- Familiarity with dispatch and batch software used by producers
- Genuine curiosity about applied AI

COMPENSATION

Base plus variable, commensurate with experience.

WHAT YOU WILL DO

- Prospect and qualify US ready-mix, aggregates, and cement producers through outbound calling, email, LinkedIn, events, and industry channels
- Book discovery calls and demos for the US Sales Director; join those calls, and own the follow-up
- Work industry events and associations (national and state ready-mix associations, industry conferences), including on-site attendance
- Support the HQ Marketing Director with local execution of US marketing activities (events, campaigns, collateral)
- Keep HubSpot current: contacts, activity, deal stages, next steps
- Coordinate with our dispatch-software partner channel to source and warm introductions
- Build account research and pre-call briefs; over time, run your own qualification calls end to end

WHAT YOU BRING

- 2-4 years of professional experience in B2B sales, business development, or a customer-facing role; building materials industry experience a strong plus
- Comfort on the phone: this industry answers calls, not emails
- Self-direction: you will work remotely on a small team
- Ability to travel for customer visits and industry events
- CRM discipline (HubSpot experience a plus)
- MBA in business or Concrete Industry Management (CIM) preferred

WHY THIS IS A RARE SEAT

B2B SaaS is crowded; B2B SaaS in heavy building materials is wide open. You would be selling category-defining AI into an industry you already understand, with a direct line to the sales leader and the CEO, at the moment the US business is being built. What you do here is visible immediately, and the path from first outbound call to owning your own accounts is measured in months, not years.

YOUR HR CONTACT:

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