



Head of Carrier & Program Sales (VP/SVP Level)

Fortify Companies

Location: Remote – U.S.

Reports to: Chief Commercial Officer

Travel: Up to 50%, with some periods of heavy travel

About Us

Fortify's roots are in restoration, and that foundation gives us credibility with carriers and policyholders alike.

But we believe restoration alone isn't enough. The industry performs better when loss is prevented where possible and response is coordinated when it's not. Fortify is building a platform that aligns insurance carriers, property owners, and service providers across prevention, response, restoration, and rebuild.

Through Fortify's growing portfolio of operating companies—including Rytech, Insurcomm, and additional businesses we will bring into the ecosystem—this alignment is delivered at scale.

The Role

The Head of Carrier & Program Sales is a executive, externally facing growth leader responsible for advancing the vision of the Fortify platform with insurance carriers and program partners. This role owns the development, launch, and expansion of national and regional carrier programs across Fortify's operating companies, including Rytech, Insurcomm, and future platform additions.

This is a growth-oriented commercial leadership role with a strong emphasis on personally opening new carrier relationships and scaling programs across the Fortify platform. The successful candidate believes in Fortify's category evolution and actively leads the development of carrier partnerships that go beyond reactive restoration. In parallel, this role includes direct leadership of a small, high-performing team of account managers and business development leaders, working collaboratively to deliver strong customer outcomes.

This role reports to the Chief Commercial Officer and partners closely with executive leadership across Fortify.

Key Responsibilities

Advancing the Fortify Platform

- Lead carrier and program sales across Fortify's operating companies, including Rytech, Insurcomm, and future acquisitions.
- Position Fortify as a single, integrated partner rather than a collection of individual brands or services.

- Design and sell multi-brand, multi-service solutions aligned to carrier underwriting, claims performance, and policyholder experience.

Land and Scale Carrier Programs

- Prospect, pursue, and close new national and regional carrier relationships.
- Structure and launch carrier programs focused on loss prevention, severity reduction, and faster recovery.
- Personally own and close Fortify's most strategic and complex opportunities.

Strategy with Execution

- Partner with the Chief Commercial Officer, CEO, and executive team to refine carrier positioning and go-to-market strategy.
- Translate strategy into execution by building pipeline, advancing deals, and delivering against growth targets.
- Provide market feedback to inform program design, pricing, and platform expansion.

Market-Facing Leadership

- Serve as a senior external representative of Fortify with carrier executives, claims leaders, and innovation teams.
- Represent Fortify at industry events, executive briefings, and strategic partner forums.
- Build long-term, trust-based relationships at the national and regional level with peer customer executives.

Build and Lead the Team

- Lead, coach, and develop a small team of 1-2 account managers and sellers.
- Establish disciplined sales processes, pipeline management, forecasting, and performance metrics.
- Balance structure and accountability with speed and entrepreneurial execution.

Cross-Functional Collaboration

- Work closely with Operations, Finance, Marketing, Technology, and brand leadership across Fortify companies.
- Work with regional sales managers to pull through accounts at local levels.
- Ensure sales commitments are executable across markets and brands.
- Champion solutions that create value for carriers, property owners, and Fortify.

What Success Looks Like

- National and regional carrier programs launched across multiple Fortify operating companies.
- Fortify recognized as a trusted partner for reducing loss frequency and severity.
- A repeatable, scalable carrier sales motion established across the platform.
- Consistent delivery against growth and pipeline targets.

Who You Are

- A platform seller who understands how to bundle capabilities across brands and services.
- A growth-oriented business developer energized by opening new relationships.
- A strategic executor who shapes positioning and delivers results.
- A credible executive partner with strong judgment and presence.
- A people leader who develops teams and raises performance.

Qualifications

- 7–15+ years of progressive sales leadership experience

- Background in insurance services, property restoration, P&C claims, managed repair programs, or adjacent industries
- Proven success selling national or regional property and casualty carrier programs
- Experience closing complex, enterprise-level agreements
- Bachelor's degree in Business, Marketing, or related field preferred

Core Skills & Capabilities

- National carrier and program sales
- Platform and multi-brand selling
- Consultative and solution-based selling
- Executive relationship development, including having a base of senior level executives at multiple carriers
- New business development and account expansion
- Pipeline management and forecasting
- Team leadership and development
- Executive communication and presence

Culture & Values

This leader embodies Fortify's belief that better alignment leads to better outcomes. You operate with integrity, urgency, and respect for the teams delivering the work. You push hard, collaborate deeply, and help build something lasting.

What We Offer

- Competitive executive compensation with performance incentives
- Equity participation in a PE-backed growth company
- Comprehensive health, dental, and vision coverage
- 401(k) with company match
- Generous PTO and 9 paid holidays

Ready to Join Us?

We are building something that does not exist yet in property protection, and we need strong, thoughtful leaders to help us do it right. If you are a proven dealmaker and integrator who cares about doing good work with good people, we would like to hear from you.

[Apply Now](#)

Equal Opportunity Employer: Fortify Companies is an equal opportunity employer committed to creating an inclusive environment for all employees regardless of race, color, religion, sex, sexual orientation, gender identity, national origin, veteran, or disability status. We believe diverse perspectives strengthen our teams and help us better serve our customers and communities.