



ACCOUNT EXECUTIVE

Full-Time Based in the DC Area

Looking to make an impact in the lives of tactical athletes? Apply here to serve as part of a dedicated team that supports the men and women who keep our communities and nation safe.

O2X Mission & Overview

At O2X, we improve the lives of tactical athletes through world class Human Performance programs. We work with a wide range of clients, including more than 100 federal, military, and municipal organizations to elevate culture, support healthy lifestyles, and reduce healthcare costs associated with injuries and illnesses. Fueled by our shared desire to help others, our team strives to make our clients (and ourselves) 1% better every day.

O2X Human Performance is seeking a dynamic sales professional to help build and maintain key client relationships. Working alongside leadership in public safety, the federal government, and the military, this role will introduce O2X to new agencies and design impactful human performance programs for tactical athletes.



Job Description

The Account Executive will conduct all phases of the B2B sales cycle from lead development through delivery of services in a fast-growing company. O2X Account Executives work in close collaboration with the O2X senior leadership and will represent the business with new and existing customers. Experience and comfort selling large contract products and services to Federal and Municipal Government agencies, organizations, and first responders.

Key Responsibilities

- Perform full cycle business development in the specific region
- Primarily involved in government sales including federal and municipal first responders, law enforcement, and the Department of Defense including the National Guard
- Strategize and execute initial client engagement, development, sales, and retention
- Represent the O2X mission and culture
- Work closely with the larger business development team to support the sales and administrative requirement for larger clients

Requirements

- Bachelor's Degree and/or military service
- 2+ years of relevant experience in B2B and enterprise sales
- Demonstrated successful sales track record, client retention, and problem-solving skills
- Experience in identifying, developing, negotiating, and closing large contracts
- Routine travel for in-person business development meetings

Desired traits

- First-hand experience with state and local municipal sales and contracting including DoD
- Excellent verbal communication and interpersonal skills
- Skilled steward of time, able to manage multiple complex projects in parallel
- Entrepreneurial mindset with the ability to work with a high degree of autonomy
- Experience in penetrating new markets and developing new clients

Compensation and Benefits

- Competitive compensation (Base Salary + Commission + Performance Bonus)
- 401k with company contribution
- Health benefits
- Paid Time Off including Federal Holidays