



ACCOUNT EXECUTIVE-CORPORATE ACCOUNTS

Full-Time

WHO WE ARE

At O2X, we improve the lives of tactical athletes through world class Human Performance programs. Our work extends to over 100 federal, military, and municipal organizations, where we aim to cultivate a culture of wellness, support healthy lifestyles, and reduce healthcare costs linked to injuries and illnesses. Rooted in our shared passion for improving lives, our team dedicates itself to continuous improvement, striving to make our clients, and ourselves, 1% better every day.

THE ROLE

Lead and assist in all phases of the sales cycle from lead development through delivering revenue and client retention, across multiple product channels all related to the O2X mission of maximizing human performance. Gain thorough knowledge of the O2X mission, offerings, delivery methods, value proposition, market differentiation, pricing model, client funding sources and sales processes. Work in close collaboration with O2X founders in sales and operations. In all markets: lead the sales process from identifying leads, initial contact, relationship cultivation, product education and value proposition communication, close for revenue to company, and ultimately client retention. Occasional assistance in company operations and contribution to non-business development related startup duties.

KEY RESPONSIBILITIES

- Perform duties normally associated with business development in a fast growing company
- Strategize and execute on effective and efficient sales processes
- Strategize and execute on effective client retention processes
- Proactively brainstorm, present and execute on communication and client engagement initiatives
- Manage schedule, materials and communications with clients and strategic partners
- Identify, propose and implement new technologies and tools we can implement to enhance our business development and client retention success
- Organize and streamline internal administrative functions related to business development and client retention
- Communicate sales leads and opportunities and strategic recommendations to operations
- Represent O2X in a manner reflecting our Operating Principles and Mission
- Seek competitive advantages through marketing, technology and business development
- Understand that O2X is a team environment and the job responsibilities can change at any time for the benefit of the company

MINIMUM REQUIREMENTS

- Bachelor's Degree and/or military service
- 5-10 years of professional experience in business development and client retention
- Detailed, up-to-date business development and communication knowledge
- Experience with government sales, specifically selling services and resources
- Demonstrated successful sales track record, client retention and problem solving skills
- Experience in full life cycle sales process from lead generation to closing business
- Solid understanding of the benefits of maximizing human performance
- Proven verbal and written communication skills

DESIRED TRAITS

- A deep commitment to the O2X mission and a desire to make a meaningful impact on tactical athletes' overall health.
- Self-motivated with high energy and a strong drive to succeed.
- Ability to work autonomously while excelling in a collaborative team environment.
- Superior organizational skills and the ability to multitask effectively.
- Capacity to perform under pressure in a fast-paced environment.
- Creativity and innovation in enhancing the well-being of tactical athletes.
- Strong interpersonal skills to build lasting internal and external relationships.
- Ability to lead by influence, promoting wellness within the organization.
- Flexibility and adaptability, with a strong sense of teamwork.
- Willingness to travel as required and meet the physical demands of the role.

COMPENSATION + BENEFITS PACKAGE

- Competitive base compensation
- 401k with company contribution
- Comprehensive medical, dental, vision package
- Short and long term disability benefits
- Life insurance + supplemental benefits options
- Continuing Education Support
- Paid Federal Holidays + Paid Time Off
- Value based company with a culture based on trust, freedom, continual self-improvement and a shared commitment to elevate the communities that serve America