



Federal Account Executive

Multiple Locations

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.

The Federal Account Executive will 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 maximizing human performance. This role will gain thorough knowledge of the O2X mission, offerings, delivery methods, value proposition, market differentiation, pricing model, client funding, sources, and sales processes. The Federal Account Executive will work in close collaboration with the O2X founder 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. This role will occasionally assist in company operations and contribution to non-business development related startup duties.



Key Responsibilities

- Perform duties normally associated with business development at US Federal Agencies and Military Units
- Become a subject matter expert on Federal Sales Process
- 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

Qualifications

- Bachelor's degree 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

Traits

- Passionate about joining the O2X team
- Comfortable making initial introductions and outreach to new potential clients
- Team always comes first
- Self-motivated, high energy, aspiration to succeed
- Superior organization and multitasking skills
- Ability to work under pressure in a fast-paced environment
- Is proactive and persistent in order to complete the task
- Creative and innovative, with a desire to enhance the customer experience
- Excellent communicator with the ability to develop lasting internal and external relationships
- Ability to lead by influence
- Flexible and adaptable: Team player

At least 50% travel required.