



## ACCOUNT EXECUTIVE, US ARMY

Full-Time – Scituate, MA/Washington DC Metro Area/San Diego, CA

### 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

The Army Account Executive will take charge of and support all phases of the sales cycle, from lead development to driving revenue and ensuring client retention, across multiple product channels dedicated to enhancing human performance within the Army. This role requires a deep understanding of the O2X mission, offerings, delivery methods, value proposition, market differentiation, pricing model, client funding sources, and sales processes.

Working closely with the Head of DOD Sales, the Army Account Executive will spearhead the sales process, from identifying and engaging potential leads within the Army, nurturing relationships, educating on products, and effectively communicating the value proposition, to securing revenue and ensuring long-term client retention. In addition to sales responsibilities, this role will occasionally contribute to company operations and other startup-related duties outside of business development.

### KEY RESPONSIBILITIES

**Lead Business Development Efforts:** Drive all phases of the sales cycle, focusing on the Army, from lead identification and development to securing revenue and ensuring long-term client retention.

**Subject Matter Expertise:** Develop a deep understanding of the DOD Sales Process, becoming a go-to resource for navigating and optimizing sales within the Army context.

**Strategic Sales Execution:** Strategize and implement efficient and effective sales processes, ensuring a streamlined approach that maximizes results and aligns with the O2X mission and goals.

**Client Retention:** Develop and execute strategic initiatives for client retention, ensuring sustained engagement and satisfaction across Army accounts.

**Communication and Engagement:** Proactively brainstorm, present, and execute communication strategies and client engagement initiatives to maintain strong relationships with Army clients and strategic partners.

**Manage Schedules and Materials:** Oversee scheduling, material preparation, and communication with Army clients and strategic partners, ensuring all interactions are timely, professional, and aligned with O2X's standards.

**Sales Communication and Strategy:** Communicate sales leads, opportunities, and strategic recommendations to the operations and recruiting team, ensuring alignment and coordinated efforts across the company.

**Represent O2X:** Uphold and reflect O2X's Operating Principles and Mission in all interactions with Army clients, partners, and stakeholders.

**Team Collaboration:** Embrace O2X's team environment, remaining adaptable to evolving job responsibilities and contributing to the company's success across all areas.

## **MINIMUM REQUIREMENTS**

- Bachelor's degree or Military service
- Minimum 5 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 with commission
- 401k with company contribution
- Comprehensive medical, dental, vision package
- Short and long term disability benefit options
- Life insurance + supplemental benefit 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