



ACCOUNT EXECUTIVE

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

The Account Executive at O2X is responsible for driving growth and managing client relationships across a variety of sectors, including Federal, Department of Defense (DoD), Municipal, and Commercial markets. This role combines strategic leadership with hands-on sales execution, managing the full sales cycle from lead generation to deal closure and client retention.

Account Executives are expected to develop and implement sales strategies tailored to their assigned sector while aligning with O2X's mission to optimize human performance. They serve as the primary point of contact for their clients, cultivating long-term partnerships and identifying opportunities to expand O2X's impact. Target markets may include U.S. Federal Agencies, Military Units, Municipal Governments, and Commercial Organizations nationwide.

KEY RESPONSIBILITIES

- Lead Business Development Efforts: Drive all phases of the sales cycle, focusing on federal clients, from lead identification and development to securing revenue and ensuring long-term client retention.
- Subject Matter Expertise: Develop a deep understanding of the Sales Process, becoming a go-to resource for navigating and optimizing sales.
- 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 accounts.
- Communication and Engagement: Proactively brainstorm, present, and execute communication strategies and client engagement initiatives to maintain strong relationships with federal clients and strategic partners.
- Manage Schedules and Materials: Oversee scheduling, material preparation, and communication with 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 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/commercial 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