

JOB TITLE: SALES REPRESENTATIVE

ABOUT ATHLETE INTELLIGENCE

Athlete Intelligence is a leading head-impact monitoring and performance tracking solution for Sports Teams that brings a data driven approach to improving athlete performance and safety. Using wearable sensor technology developed by Athlete Intelligence and when paired with the Athlete Intelligence analytics tools, we help Coaches and Athletic Trainers make data driven decisions to improve athlete technique, manage head-contact exposure, and reduce the risk of athlete-injury. At our core, we are a sports technology and data analytics company that bridges the gap between data collection and Coachable Moments to improve head-health safety in sports.

ABOUT THE POSITION

As we are evolving at a fast pace with ambitious growth goals, we are looking for self-motivated and passionate sales professionals who care about the future of athlete safety and want to get on the ground floor of a growing company. We are seeking sales professionals who have a proven track recorded in territory management, prospecting, and closing deals.

DESIRED SKILLS

- Professional
- High Attention to Detail
- Dependable
- Passionate
- Strong Communicator
- Strong phone and follow-up skills
- Organized, diligent, and thorough
- Hard working
- Strong Problem Solving Skills
- Tech-forward

KEY RESPONSIBILITIES

- Prospecting, engaging, and selling into Youth, High School, and College level sports Teams.
- Primary focus on Football teams with growth opportunities into Lacrosse, Hockey, and Women's Soccer.
- Build and maintain strong relationships with prospective programs and converted teams.
- Assist in evolving the Athlete Intelligence systems through feedback from customers and user experiences.
- Work closely with customers to ensure high success rate of platform usage and customer experience.
- Represent Athlete Intelligence at Trade Shows, Conferences, or other related events as needed.
- Light travel to visit prospective customers or team/parent meetings.
- Maintain CRM and sales pipeline forecasting reports.
- Work collaboratively with Sales Manager and internal teams.
- Additional duties as assigned by team manager.

EXPERTISE AND QUALIFICATIONS

- Excellent presentation and communication skills.
- Highly reliable and organized.
- Strong sales background with emphasis in prospecting and closing.
- Playing, Coaching. Or Athletic Training experience preferred, but not required.
- Involvement with sports programs a plus (equipment manager, program director, etc.)
- Must have previous sales, business development, or account management experience.



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- Ability to travel, as needed.
- Ability to represent Athlete Intelligence to the highest standards.
- Experience with Microsoft Office tools and HubSpot CRM.
- Ability to deal with rapid change and thrive in a start-up environment.

Salary plus commission DOE.

Full benefits including medical, dental, and vision.

Athlete Intelligence is an Equal Opportunity Employer.

PLEASE SUBMIT RESUMES TO INFO@ATHLETEINTELLIGENCE.COM



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