



Role: Junior Salesperson/Inside Sales

Time Dedication: Full-Time

Location: Remote

Pay: Commissions-based Compensation

Start Date: As soon as possible

Strive Tech makes smart clothing that records muscle, heart and motion data from athletes, soldiers, industrial workers, and patients. This information is used to develop training programs for each individual while also helping to prevent and recover from injury. Current users/customers include NCAA (football, basketball), NBA, NFL, US Military, and Physical Therapy clinics.

Strive Tech is looking for a junior salesperson/intern to help support our growing business.

Responsibilities and Duties:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Research accounts, identify key players and generate interest
- Maintain and expand database of prospects
- Assist in educational campaigns (online demos, webinars, seminars)
- Manage CRM software
- Produce itineraries for sales executives
- Occasional travel

Requirements:

- Strong passion for athletics
- Proven inside sales experience
- Track record of over-achieving quotas
- Strong phone presence and experience with cold calls/emails
- Proficient with corporate productivity and web presentation tools
- Experience working with cloud-based CRM software
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent

Please send your cover letter/resume to info@wearstrive.com