



**Role:** Senior Sales Executive

**Location:** Remote

**Pay:** Market salary + competitive commissions

**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 the NCAA (football, basketball), NBA, NFL, US Military, and Physical Therapy clinics.

Strive Tech is looking for a senior sales executive to drive sales for collegiate and professional sports, build out the sales process, train junior sales staff, and manage client relationships.

Responsibilities and Duties:

- Drive sales and establish new accounts
- Planning and executing solutions and sales processes for the sales team to deliver to customers
- Mentoring sales team members
- Identifying business opportunities with current and prospective customers
- Analyzing opportunities by researching the industry and market trends
- Maintaining relationships with larger clients by providing information, support and guidance
- Preparing reports by collecting sales information and statistics
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommend changes in products, service, and policy by evaluating results and competitive developments

Requirements:

- Strong passion for sports/athletics and understanding of sports performance
- Proven track record in sales and over-achieving quotas
- Experience managing a team of sales people
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively

Please send your cover letter/resume to [info@wearstrive.com](mailto:info@wearstrive.com)