

O2X HUMAN PERFORMANCE: WE'RE HIRING

Job Title: Business Development I Public Safety

Department: O2X Business Development

Prepared By: O2X Co-Founders

Location: Boston, Ma

O2X MISSION & OVERVIEW

Our mission is maximizing Human Performance through world-class training and education

O2X Human Performance was founded by former Navy SEALs with a passion for serving others. From day one, our goal has been to help people learn how to make small, incremental changes that lead to sustainable lifestyle improvements. Our tailored EAT SWEAT THRIVE curriculum targets the specific issues facing tactical populations including high rates of injury, elevated cancer and cardiac health risks, and behavioral health issues. While originally designed to meet the unique demands of tactical athletes, the science-backed methodology has been successful with Olympic and collegiate athletes, professional sports organizations, and other top tier organizations.

The O2X team is comprised of U.S. Special Operations veterans, Olympic, professional, and All-American collegiate athletes, and over 120 human performance experts who are passionate about maximizing human performance and helping others rise higher.

JOB SUMMARY

Lead and assist in all phases of the sales cycle from lead development through delivering revenue and client retention, across multiple product channels all related to the O2X mission of maximizing human performance. Gain thorough knowledge of O2X mission, offerings, delivery methods, value proposition, market differentiation, pricing model, client funding sources and sales processes. Work in close collaboration with O2X founders in sales and operations. In all markets: lead the sales process from identifying leads, initial contact, relationship cultivation, product education and value proposition communication, close for revenue to company, and ultimately client retention. Occasional assistance in company operations and contribution to non-business development related startup duties.



O2X HUMAN PERFORMANCE: WE'RE HIRING

Job Title: Business Development I Public Safety

Department: O2X Business Development

Prepared By: O2X Co-Founders

Location: Boston, Ma

KEY RESPONSIBILITIES

- Perform duties normally associated with business development in a fast growing company
- Strategize and execute on effective and efficient sales processes
- Strategize and execute on effective client retention processes
- Proactively brainstorm, present and execute on communication and client engagement initiatives
- Manage schedule, materials and communications with clients and strategic partners
- Identify, propose and implement new technologies and tools we can implement to enhance our business development and client retention success
- Organize and streamline internal administrative functions related to business development and client retention
- Communicate sales leads and opportunities and strategic recommendations to operations
- Represent O2X in a manner reflecting our Mission, Vision, and Guiding Principles
- Seek competitive advantages through marketing, technology and business development
- Understand that O2X is a team environment and the job responsibilities can change at any time for the benefit of the company

EXPERIENCE

- Bachelor's Degree and/or military service
- 2+ years of experience in business development and / or relationship management
- Detailed, up-to-date business development and communication knowledge
- Demonstrated successful sales track record, client retention and problem solving skills
- Solid understanding of the benefits of maximizing human performance
- Proven verbal and written communication skills

TRAITS

- Passionate about joining the O2X team
- Team always comes first
- Self-motivated, high energy, aspiration to succeed
- Superior organization and multitasking skills
- Ability to work under pressure in a fast-paced environment
- Is proactive and persistent in order to complete the task
- Creative and innovative, with a desire to enhance the customer experience
- Excellent communicator with the ability to develop lasting internal and external relationships
- Ability to lead by influence
- Flexible and adaptable: Team Player
- At least 50% travel required

