



## ACCOUNT EXECUTIVE, FEDERAL

**Full-Time – Washington DC Metro Area/San Diego, CA/Scituate, MA**

### 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 for Federal Sales will be responsible for both leading the federal sales efforts and managing individual accounts. This dual role involves setting strategic direction, developing and executing sales strategies across federal markets, and aligning with O2X's mission and objectives. As the key point of contact for federal sales, this position will drive the entire sales cycle—from lead generation and relationship management to closing deals and ensuring client retention. Target markets include U.S. Federal Agencies, 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 Federal 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 federal 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 federal 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 federal 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 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 with commission
- 401k with company contribution
- Comprehensive medical, dental, vision package
- Short and long term disability benefit options
- Life insurance + supplemental benefit 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