

Clinical Lead Account Executive

Who We Are:

Trigger Point Performance is an Austin-based company that has successfully become one of the leaders in personal performance care by marketing its in-home therapy technology to consumers in the athletic, health care, and personal wellness markets. We are a multi-channel company that provides a broad selection of information, media, products, and services to customers that value personal development, wellness, positive lifestyles, and enlightening media. We are experiencing tremendous growth and are looking for high-performing individuals who would never settle for being anything but the best at what they do. We work hard, play hard, and enjoy the journey. . .

Job purpose: To build and manage relationships in the clinical arena for the purpose of creating new sales opportunities and becoming the industry standard for soft-tissue therapy.

Key responsibilities and accountabilities:

- Utilize current relationships for marketing and branding purposes (AP, IMG, Back9Fitness)
- Lead, mentor, motivate and support all other International Clinical & Fitness Account Executives in accomplishing all sales goals.
- Network with these individuals to uncover business owners and retailers, open new accounts, and drive sales.
- Provide up to date education on Trigger Point Performance programming and monitor compliance.
- Continue to identify other industry leaders, present them with Trigger Point Performance tools and education, and form mutually beneficial business growth opportunities.
- Travel when necessary to foster current relationships, build new relationships, conduct sales calls, and attend trade shows.
- Prospect for new sales opportunities, generate leads and convert them to accounts.
- Open and manage accounts among sport performance medical facilities, training facilities, and retail stores.
- Continue to educate myself on new industry practice, where Trigger Point Performance methodologies fit, and potential directions for new education or products.

Dimensions/Scope of responsibility:

Responsible for managing relationships among clinical facilities and drive sales in the medical market within the United States.

Requirements:

- Bachelor's Degree
- Experience working in a business to business sales setting
- Exceptional written, verbal, phone and presentation skills
- Ability to quickly learn new processes and software
- Proficiency in Microsoft Office
- Ability to work under pressure, quotas, commission structures, organize and prioritize responsibilities
- Passion to educate and sell