

Gym Sales & Account Manager

NOOMA - Cleveland, Ohio

About NOOMA

NOOMA makes organic, simple-ingredient sports drinks loved and inspired by fitness communities everywhere. NOOMA is available at 1,700+ locations in all 50 states, including Whole Foods nationwide. NOOMA has achieved significant growth in the past two years and is a certified B Corporation.

Job Brief

We are looking for a charismatic, organized, and hardworking person to join our gym wholesale sales team. This person should have a love for group fitness and a strong connection to their local fitness community. The gym wholesale sales team is responsible for selling NOOMA drinks directly to gyms, studios, and other non-grocery businesses.

The ideal candidate will demonstrate an organized approach to connecting with leads - whether they be CrossFitters, yogis, runners, chiropractors, gym owners, etc. - and developing authentic relationships with them. You will be responsible for seeing these leads through NOOMA's sales process and ultimately onboarding them as drink-purchasing partners. Once brought on as a wholesale partner, you will support them as their account manager.

This person should have experience with client-facing roles and have a true love for fitness, particularly group activities like yoga, spinning, CrossFit, HIIT classes, etc. While this is an inside-sales position, this person will occasionally travel on account visits.

Key Responsibilities

- Develop an ever-growing pipeline of new leads and prospective wholesale accounts
- Distribute NOOMA samples to prospective accounts and follow up accordingly
- Close deals with new accounts and onboard them to our sales platform
- Convert current wholesale accounts to Subscribe & Save customers
- Track and maintain account contacts and records
- Respond to incoming leads in an efficient and professional manner
- Generate leads at workouts, trade shows, and other fitness-related events
- Grow NOOMA's wholesale revenue
- Serve as an account manager, driving marketing initiatives, answering questions and making on-site visits, often joining in on a workout

Attributes of the Ideal Candidate

- Very strong communication and interpersonal skills, working with a wide range of people via email, phone and in-person
- Extremely detail oriented and organized - the job relies on staying on top of dates, follow-ups and managing a large number of relationships

- Self motivated, with an ability to work well independently and as part of a small, collaborative team
- A love and knack for meeting and connecting with new people
- A love for health, wellness, and community fitness

This job isn't for you if:

- You don't like direction or feedback
- You're looking for a typical 9-5 job
- You don't like talking to strangers
- You don't want to challenge yourself

Job Requirements

- Bachelor's degree in business, marketing, or related field
- 1-3 years of experience in sales or a client facing role. Experience within the health and fitness industry preferred
- Experience with a CRM sales tool. Preference is ProsperWorks/Copper, but HubSpot, Salesforce or another comparable is good
- Ability and willingness to participate in a wide range of fitness activities
- This is a full-time position, preferably working out of Cleveland, OH

Submissions

If this job sounds like it's the one for you, send your resume and a brief description on why you'd be great for this job to jarred@drinknooma.com