

Sales Representative, Yoga & Fitness

NOOMA - Cleveland, Ohio

About NOOMA

NOOMA makes organic, simple-ingredient sports drinks loved and inspired by fitness communities everywhere. With products available at grocery & fitness locations in all 50 states, the company has achieved significant growth in the past two years. NOOMA is a certified B Corporation.

Job Brief

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

The ideal candidate will demonstrate an organized approach to connecting with leads in the yoga and boutique fitness space 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. This role is focused on selling to yoga, barre, and pilates studios - specifically those specializing in hot, vinyasa, power or Bikram yoga - as well as to spinning, rowing, HIIT, running, and other similar studios.

Key Responsibilities

- Build an ever-growing pipeline of new leads and prospective wholesale accounts
- Send NOOMA samples to prospective accounts and follow up accordingly
- Close deals with new accounts and onboard them to our sales platform
- Track and maintain account contacts and records
- Respond to incoming leads in an efficient and professional manner
- Generate leads and grow existing relationships at workouts, trade shows, and fitness-related events
- Grow NOOMA's wholesale revenue

Attributes of the Ideal Candidate

- Very strong communication and interpersonal skills
- Ability to connect and work 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 based on feedback
- Interest in working on a small, collaborative team at a startup company
- Possesses a love for and connection to yoga (particularly hot or vinyasa) and community fitness
- Desire to work in an inside sales position. You will be selling!

Job Requirements

- Bachelor's degree in business, marketing, or related field
- 1-3 years of inside sales experience
- A strong understanding of yoga and boutique fitness and the associated terminology
- Experience with a CRM sales tool. Preference Copper(ProsperWorks), HubSpot or Salesforce 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 interested, send your resume and a brief description of why you'd be great to matt@drinknooma.com