



Job Title: Sales Representative - Blue Goji
(3 openings)

Locations: Eastern, Central and Western Regions

Company Overview:

Blue Goji is a gaming commercial fitness equipment & technology company providing Embodied Health™ (physical, cognitive, mental, and social) to riders through cardio gaming. We are promoting healthy living and building community through cardio equipment for the brain. With GojiPlay® software on cardio equipment (Espresso & CyberCycle Bikes), each game is a portal into a virtual world with targeted neurological benefits. As we continue to expand our market presence, we are seeking dynamic and results-driven Sales Representatives to join our team in Austin, Texas and in Southern California.

Job Description:

As a Sales Representative at Blue Goji, you will play a pivotal role in driving revenue growth and expanding our customer base. (We are currently seeking a representative in eastern, central and western regions. Central region representative will ideally be based out of our main office in Austin, TX.) You will be responsible for promoting and selling our premium line of technology enabled gamified exercise bikes to YMCAs, fitness centers, and corporate clients. Your primary objective will be to build strong relationships, identify new business opportunities, and achieve sales targets.

Key Responsibilities:

Sales Generation: Proactively identify and pursue sales opportunities through various channels, including cold calling, networking events, and referrals.

Customer Relationship Management: Cultivate and maintain strong relationships with prospective and existing customers to understand their needs, address inquiries, and provide personalized solutions.

Product Knowledge: Develop a deep understanding of Blue Goji exercise bikes, features, and benefits to effectively communicate product value propositions to potential buyers.

Sales Presentations: Deliver compelling sales presentations and demonstrations to showcase the unique features and advantages of Blue Goji exercise bikes.

Pipeline Management: Manage sales pipelines, track progress, and follow up on leads in a timely manner to ensure sales targets are met or exceeded.

Market Analysis: Stay informed about industry trends, competitor activities, and market dynamics to identify opportunities for business growth and product improvement.

Collaboration: Work closely with the sales team, marketing department, and other internal stakeholders to coordinate sales efforts, share best practices, and contribute to overall company objectives.

Reporting: Prepare accurate and timely sales reports and forecasts through our Customer Relationship Management (CRM) tool and self-analyze and monitor performance and support decision-making processes.

**Qualifications:**

- Track record of success in sales, preferably in the personal training, physical therapy, fitness, wellness, or electronics industry.
- Excellent communication, negotiation, and interpersonal skills.
- Strong ability to build rapport, influence decision-makers, and close deals.
- Self-motivated, results-oriented, and able to work independently with minimal supervision.
- Bachelor's degree in Business Administration, Marketing, or related field preferred.
- Knowledge of CRM software (e.g., Zoho) and proficiency in Microsoft Office Suite desirable.
- Valid driver's license and reliable transportation.

Benefits:

- Competitive base salary with uncapped commission structure.
- Comprehensive benefits package including health insurance, retirement savings plan, and paid time off.
- Opportunities for career advancement and professional development.
- Dynamic and collaborative work environment with a focus on innovation and creativity.

Join Blue Goji and be part of a dynamic team that is shaping the future of fitness! If you are passionate about sales, fitness, and making a positive impact on people's lives, we want to hear from you. Apply today to embark on an exciting journey with Blue Goji. Email jobs@bluegoji.com with cover letter and resume if interested in applying for this role.