

## **Sales Associate**

### Description

GRIT is seeking a Sales Associate to join its team. You will be responsible for supporting sales of the GRIT Freedom Chair around the United States. This will include working with individuals, rehabilitation organizations, and government institutions such as the VA. This position reports directly to the CEO and has the opportunity to grow into a more senior role with experience. Location is flexible. We are particularly interested in candidates based in Seattle, San Francisco, Dallas, Chicago, Atlanta and Boston.

### About the Company

GRIT is one of Boston's highest-impact social enterprises. We developed the Freedom Chair, an all-terrain mobility device that helps people with disabilities get off-road and on with their lives. Building on our work in developing countries, we recently introduced a new version of the product in the US market. We are passionate about improving quality of life for underserved populations and believe in a user-focused design process. GRIT has been recognized by National Geographic, Fast Company, R&D 100 and more.

GRIT is a fast-paced, exciting place to work. We are a small team, deeply involved in the Boston startup ecosystem and in the MIT engineering community. You have an opportunity to join us as we dramatically improve the lives of our customers around the world.

### Roles and Responsibilities

- Sell the Freedom Chair around the United States
- Customer support through the purchasing pipeline, from inquiries through final order
- Generate leads through trade shows and other relevant industry events
- Organize demos at key rehabilitation facilities
- Outreach to strategic adaptive recreation facilities
- Develop key customer relationships and partnerships
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Significant travel

### Qualifications

- Minimum 3 years experience in sales
- Strong leadership ability and entrepreneurial spirit
- Able to thrive in an innovative and creative culture with a growth-focused organization
- Excellent interpersonal and presentation skills
- Superior written, verbal, and interpersonal communication

### Bonus Points

- Sales experience in the wheelchair, durable medical equipment, or bicycle industry
- Experience with the military or the VA

To apply, please send a cover letter and resume to [info@gogrit.org](mailto:info@gogrit.org) with the subject line "Sales Associate."