

Account Executive – OnTraq

Job Description

We are expanding our Elite Sports business in the Americas and are looking for an **Account Executive focused on OnTraq**, our markerless biomechanical testing platform designed to make high-quality movement analysis faster and easier to integrate into everyday athlete performance workflows.

The Account Executive will be responsible for developing new business and managing opportunities across **professional sports organizations, universities, performance centers, sports medicine organizations, and other high-performance environments throughout North America**.

The successful candidate will work closely with strength and conditioning coaches, sports scientists, Biomechanists, athletic trainers, physical therapists, performance directors, researchers, and executive decision-makers to understand their needs and demonstrate how OnTraq can fit into their existing performance and return-to-sport workflows.

If you are passionate about sports performance, biomechanics, technology, and building long-term customer relationships, we would like to hear from you.

Key Responsibilities

- Build and manage the OnTraq sales pipeline across North American elite sports and human performance-markets.
- Identify and engage professional teams, collegiate programs, sports medicine groups, and performance centers.
- Plan and conduct customer meetings, virtual demos, and onsite demonstrations.
- Understand customer workflows in testing performance, screening, baseline assessment, and return-to-sport.
- Manage the full sales cycle from prospecting through proposal, negotiation, and contract execution.
- Build strong relationships with practitioners, technical stakeholders, and decision-makers.
- Represent OnTraq and Qualisys at conferences, workshops, meetings, and conferences.
- Gather customer feedback to support product development and commercial strategy.
- Support onboarding, adoption, renewals, account expansion, and long-term customer relationships.

Qualifications and Requirements

- Proven B2B sales success, ideally in sports technology, biomechanics, sports science, medical technology, human performance, or a related technical field.

- Experience with consultative technology sales and the ability to translate technical concepts into practical customer value.
- Strong interest in elite sports, athlete performance, biomechanics, and sports technology.
- Confident presenter with strong communication, relationship-building, and stakeholder-management skills across technical and executive audiences.
- Self-motivated, organized, and comfortable managing multiple opportunities in a remote territory-based role.
- Professional proficiency in English, valid United States passport, and willingness to travel approximately 30–50%, primarily within North America.
- Bachelor’s degree in business, sports science, biomechanics, kinesiology, engineering, life science, or a related field preferred.

Preferred Experience

Experience or familiarity with one or more of the following would be considered an advantage:

- Professional or collegiate sports
- Sports performance technology
- Strength and conditioning
- Sports science
- Biomechanics or motion analysis
- Sports medicine or return-to-sport testing
- Markerless motion capture
- SaaS or subscription-based technology sales

Benefits

- Competitive base salary
- 401(k) program
- Medical insurance
- 20 days PTO per year
- Remote working environment and flexible work hours

Location

This is a **remote position based in the United States**, reporting through Qualisys North America.

Preference may be given to candidates located near major sports markets or transportation hubs with convenient access to domestic travel.

How to Apply

Interested candidates should send their application to jobs@qualisys.se and include:

1. Subject line: **Account Executive – OnTraq**
2. Cover letter
3. Resume/CV
4. Salary expectations

Applications will be reviewed on a rolling basis.