Connecting coaches & technologie to guide consumers towards a healthy lifestyle

BiometrIQ offers an analytics platform for health & wellbeing coaches, within the platform coaches can leverage a combination of data driven evidence based analyses to get a better understanding of their clients. Based on these insights coaches can personalize their advice, boost motivation and guide their clients towards a healthy lifestyle.

Job Description

As a Community Officer you will play a vital role in driving growth as well as ensuring the success of our existing community of over 200 coaches spread across Flanders and the Netherlands. You'll be responsible for building out the community and making sure new and existing coaches are successfully onboarded so they get the most out of our platform.

You're key responsibilities in order to help build out the community

- Account planning, list building & prospecting
- Qualifying prospects by conducting research and understanding customer needs
- Building and maintaining strong relationships with prospects
- Negotiating contracts and closing deals
- Monitoring competition and researching market data to identify opportunities
- Collaborating with the marketing team to develop and execute targeted campaigns

You're key responsibilities in order to help the community be successful

- Providing guidance & support to new coaches as they go through onboarding
- Supporting new coaches as they launch the platform in their practice
- Supporting existing coaches by conducting QBR's and identifying areas for improvement

Who are we looking for?

- You have a first working experience in Sales.
- You have a basic understanding of sales performance metrics and have experience working with a CRM tool
- You're flexible, eager to learn and have a positive can-do attitude;
- You are fluent in English and Dutch
- You have a genuine interest in health & wellbeing

What you can expect from us

We offer a young and dynamic fast-growth environment with ample opportunities for career advancement. A hybrid compensation package with an attractive base salary and alluring variable pay. The possibility to work from a vibrant open office environment with exciting colleagues.