



**Position:** Sales Associate - USA or UK

**Job Type:** Permanent, Full-time

**Location:** Remote

**Reporting to:** Head of Sales & Marketing

**Application Deadline:** May 8, 2026

Theia Markerless is the industry leader in AI motion capture solutions, used by biomechanics labs, performance centers and professional sports teams around the world. As we continue to grow, we are looking for a sales associate to join our dynamic team that is motivated and task-focused. This position is remote but may require domestic and international travel for internal meetings and sales events.

In this role you will directly contribute to our team by owning the entire sales cycle, from prospecting and demonstrations, to procurement and closing. We have an agile team which means you will be responsible for every interaction with prospects, taking a consultative, solution-focused approach to sales. Our leadership team will depend on you to understand appropriate use cases for our technology while vetting each end-user's requirements.

### **Required Experience**

- 5+ years of experience in a direct sales role, ideally selling software solutions
- Familiarity with motion capture systems and associated technologies; ideally you have used motion capture in a research or applied setting
- Ability to build rapport quickly and demonstrate biomechanics expertise with prospects
- Previous experience managing a large database of prospects using existing sales/marketing CRM (HubSpot/Salesforce)
- Strong oral and written communication skills - comfortable giving presentations to researchers, scientists and coaches
- Strong attention to detail
- Familiarity with client funding cycles in the US for large capital purchases like motion capture systems (i.e., within pro sports, hospitals, universities)
- Capable of pursuing key accounts with little direction
- Existing rolodex of clients within our target market

### **Some reasons you might like this job:**

- A work environment that allows you to focus on your professional goals with the direct support of the executive team and your colleagues
- You value having flexibility in how you work — your contribution is what matters
- You desire a tight knit and supportive work environment where peers respect each other and recognize each other's contributions
- Equitable and inclusive work environment — your voice matters and will be heard

<https://www.theiamarkerless.com/>

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### **Interested? Here's how to apply:**

- Send your resume and cover letter to [jobs@theiamarkerless.com](mailto:jobs@theiamarkerless.com)
- Selected applicants will be contacted for a short screening interview. Theia will then host a series of follow up interviews.

We look forward to hearing from you! We are committed to fair, equitable, and equal opportunity hiring practices at Theia Markerless. If you require accommodations for any reason, please let us know when you apply.

### **About Us**

Theia Markerless is a small business that is revolutionizing motion capture technology for human movement using machine learning and artificial intelligence. We are rapidly growing and looking to expand our team. We hire with a growth mindset: we're interested in how you approach challenges and learning, as well as skills and experience. In this process we want to find out about who you are, what you can do, and help you find out if Theia might be the place for you.

You can learn more about our flagship product Theia3D at <https://www.theiamarkerless.com/>