



Position: Partner and Channel Manager

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 global growth by supporting the sales of our extensive partner and distributor network. We have a very competent group of distributors and want to ensure they can capture the full value of our technology for their clients. This will require a supportive, consultative approach to understanding their unique client bases and training needs. Our leadership team will depend on you to understand channel forecasts and improve renewal rates within the target geographies.

Required Experience

- 5+ years experience in a channel support role - primarily training and supporting distributors for technology sales
- Ability to build and maintain strong relationships with existing partners, ensuring their ongoing success and an open channel of communication
- Familiarity with motion capture systems and associated technologies; ideally you have used motion capture in a research or applied setting
- Experience developing high-quality training programs and content for distributors and partners in various geographies (primarily Europe and Asia) whose first language may not be English
- Demonstrated competency in managing relationships with multiple distributors where conflicts and sales competition are inevitable
- Ability to communicate effectively and simplify technical biomechanics concepts for non-technical audiences, often in a language other than English
- Previous experience managing a large database of partners using existing sales/marketing systems (HubSpot/Salesforce); processing orders/invoices as required
- Experience using software tools (Canva, Zoom, Adobe, Vidyard) to deliver compelling content and resources for our partners
- Experience using and working with a translator, when necessary



Some reasons you might like this job:

- A unique opportunity to become a dynamic leader for Theia in our global markets
- 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

Interested? Here's how to apply:

- Send your resume and cover letter to 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/>