



# Team Member Role: On-Track Ambassador

## CONTACT:

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## Description

At APEX, we believe in a simple formula: innovative technology + a passionate sales team = world-changing value creation. As an APEX Pro On-Track Ambassador you will be working remote on site at your local race track. Your job is to represent APEX to drivers at the Track and explain APEX's value proposition to prospective customers. You'll get to spend a lot of time at the track – around race cars and drivers. APEX is a truly revolutionary machine-learning technology, with a compelling value proposition to customers, and has applications far beyond the motorsports world. Machine-learning is one of the hottest tech markets right now and APEX is leading the charge – with excited fans as customers, and an incredible group of engineers and business people as your teammates.

## Culture

- APEX is based in Birmingham, AL and has On-Track Ambassadors located across the county.
- We only hire rock-star talent, so you will be working with like-minded team members who love their jobs and want to help you succeed.

## Responsibilities

- Generate and qualify sales leads: Working in a fast-paced environment surrounded by driving coaches, driving schools, and direct customers.
- Travel to motorsports events to introduce and sell APEX Pro to drivers.
- Some events require Ambassadors to Set Up & Take Down an On Track Branded Presence (Tent and/or Apex Signs)
- APEX Pro provides awesome training. It up to you to meet us in the middle and learn the product. We will provide ample training material and the opportunity to learn directly from our full-time staff.
- Be comfortable speaking to small and large groups (driver meetings) for less than five minutes on APEX features.

## About APEX Pro:

*Based in Birmingham, APEX Pro makes data simpler. It combines a robust real-time LED display and an intuitive smartphone app for post-session data review. It uses the latest in Machine Learning and sensor technology to make logging data an enhancement to your experience at the track and NOT a time consuming, complicated process.*

**Intuitive. Elegant. Social.**

