



SenterME Sales Executive Proposal

INNOVATION & GROWTH
THROUGH WELLNESS

Joining the SenterME Team

*Elevate Your Wellness,
Amplify Your Impact!*



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SenterME Wellness LLC



SenterME Wellness LLC

Introduction



We are thrilled to present an incredible opportunity to join SenterME in its early stages as a Sales Executive. This role offers a unique chance to be part of a pioneering emotional wellness platform, driving meaningful impact while growing alongside a company poised for transformative success.

As a member of the SenterME team, you'll play a vital role in shaping the future of our sales strategy, aligning your career with purpose, and contributing to a mission that empowers women professionals. With opportunities for personal and professional growth, including leadership potential, equity, and lifestyle flexibility, this experience is designed to be both impactful and deeply rewarding.

Your journey with SenterME starts here—a chance to make a lasting difference while achieving new heights in your career.

With Presence,

Charlotte C. Louis

Charlotte C. Louis

CEO & Founder

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SenterME Wellness LLC

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Executive Summary



SenterME Wellness LLC

Overview of SenterME:

SenterME is a highly adaptive wellness platform designed to support emotional and mental well-being, fostering stress management, self-awareness, and emotional resilience. With a focus on empowering women in the workplace, SenterME delivers personalized, on-demand resources to promote a balanced, fulfilling professional and personal life.

Purpose of the Proposal:

This proposal outlines the strategic opportunity for the Sales Executive role at SenterME, a pioneering emotional wellness platform for women professionals. The purpose of this document is to provide an overview of the role, including responsibilities, commission structure, equity growth opportunities, and the potential to scale into a leadership position as the Chief Sales Officer.

The proposal is designed to showcase how this role not only aligns with SenterME's mission of empowering women to lead balanced, emotionally fulfilling lives but also offers a rewarding career path for a driven, entrepreneurial sales professional committed to making an impact.



Our Team

- ✓ **Champions of Holistic Wellness**
- ✓ **Catalysts for Personal and Professional Growth**
- ✓ **Unleash the Potential of Women to Drive Growth and Innovation**
- ✓ **Invested in Lasting Impact and Sustainable Growth**

Role Description



SenterME Wellness LLC

Position Title:

Sales Account Executive

Location:

Remote

About SenterME:

SenterME is a wellness platform that empowers professional women to achieve emotional wellness and balance amidst their busy lives. As a Sales Account Executive, you will play a critical role in growing our impact by securing B2B partnerships and affiliate collaborations that align with our mission.

Position Overview:

The Sales Account Executive will focus on acquiring and managing B2B contracts and commission-based affiliate partnerships. This role offers an exceptional opportunity for personal growth, leadership development, and equity ownership in a high-potential startup.

Key Responsibilities:

1. B2B Sales Development

- Identify, engage, and close deals with organizations aligned with SenterME's mission (e.g., corporate wellness programs, healthcare practices, yoga studios).
- Develop and execute a pipeline management strategy to achieve revenue targets.

2. Affiliate Partner Recruitment

- Recruit and manage commission-based affiliate partners who will drive user acquisition for the platform.
- Collaborate with the marketing team to optimize affiliate performance.

3. Sales Strategy and Reporting

- Analyze market trends and provide strategic input to refine the sales strategy.
- Track and report performance metrics to the CEO.

4. Leadership and Team Development

- Build and lead a sales team as SenterME scales (targeted for Q2 2025).

Role Description Continued



SenterME Wellness LLC

Compensation Structure:

1. Commission Rates:

- **B2B Contracts:** 11% of the net contract value.
- **Affiliate Partnerships:** 5% of net affiliate-driven revenue.

2. Equity Opportunity:

- Earn 2% equity after achieving \$100,000 in revenue (vesting over 4 years with a 1-year cliff).
- Opportunity to grow equity up to **5% total** by achieving higher revenue milestones (\$500,000 and \$1M).

3. Non-Monetary Benefits:

- Quarterly team retreats focused on wellness and skill-building.
- Access to time management and wellness resources including a complimentary SenterME Premium Subscription to support work-life balance.

Time Commitment:

This is a performance-based role with flexible hours, requiring a commitment of approximately 20 hours per week.

Qualifications:

- Proven experience in B2B sales, affiliate partnerships, or a related field.
- Strong ability to build and manage client relationships.
- Excellent communication and negotiation skills.
- Self-starter with a results-oriented mindset.

Why Join SenterME?

Be part of a mission-driven company that prioritizes wellness and professional growth. As an early team member, you'll have a direct impact on shaping the future of the company while benefiting from a supportive, human-centered work culture.

Next Steps



Onboarding Process & Timeline

At SenterME, we prioritize a smooth and supportive onboarding experience for every new team member. If you decide to move forward, here's what the onboarding process would look like:

1. Initial Agreement & Documentation

- Once you accept the role, we'll provide all necessary agreements, including commission and equity terms, to ensure clarity and alignment.

2. Orientation & Integration

- During your first week, we'll walk you through our systems, strategies, and existing sales tools, as well as connect you with the team to get a sense of our culture and shared vision.

3. Strategy & Goal Alignment

- Together, we'll map out your personalized strategy for achieving the sales milestones outlined in the growth map. This will include goal-setting discussions and key timelines to ensure a strong start.

Timeline & Flexibility

We're hoping to officially welcome you to the team by the end of the month. However, we understand the importance of a thoughtful decision-making process and are happy to accommodate a timeline that works best for you.



Exploring the Growth Opportunity

Should you join the team, we're excited to discuss the broader vision for this role, including the potential to grow into a **Chief Sales Executive Officer** position. This path is tied to performance, leadership, and the vesting journey, and we can explore this in greater detail during the interview process.

We're eager to have you as part of the SenterME journey and are confident this opportunity has the potential to be as rewarding for you as it is transformative for our mission.



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**Thank you for your
time. We look forward
to hearing from you
soon!**

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