



We are launching on June 15, 2026. Stay tuned as more features come online!

### **Harness Elite Careers**

Email resume, salary requirements and cover letter to [info@harnesselite.com](mailto:info@harnesselite.com)

Are you a [writer](#) or [photographer](#)? Check out spec work available.

Full time roles include:

- **Health, dental, and vision insurance**
- **401(k) with employer match**
- **Paid time off (PTO) + holidays**
- **Life and disability insurance**
- **Bonuses / performance incentives**

## **1. Regional Representative (FT Remote / Virtual, various regions)**

### **Role Overview:**

The Regional Representative serves as the front-line ambassador for Harness Elite, building relationships with racetracks, OTBs, and wagering operators while driving adoption of our data products.

### **Key Responsibilities:**

- Represent Harness Elite products to racetracks, OTBs, and wagering partners
- Develop and manage key accounts within assigned regions
- Drive new business through outreach and relationship building
- Maintain ongoing communication with partners to ensure satisfaction and retention
- Identify opportunities to expand product usage and upsell services
- Provide market feedback to internal teams (product, analytics, marketing)

### **Qualifications:**

- Experience in horse racing, wagering, or gaming industry preferred
- Strong relationship management and communication skills
- Self-starter comfortable in a remote environment
- Sales or account management background a plus

## **2. Data Analyst I (FT Boston, MA)**

### **Role Overview:**

Data Analyst I supports the foundation of the Harness Elite data ecosystem, ensuring clean, accurate, and timely data pipelines.

### **Key Responsibilities:**

- Assist in building and maintaining data infrastructure
- Clean, validate, and process racing datasets (XML, CSV, etc.)
- Support daily data ingestion workflows
- Work with senior analysts to prepare datasets for modeling
- Perform basic exploratory analysis and reporting

**Qualifications:**

- Strong Excel and/or Python skills
- Familiarity with data cleaning and preprocessing
- Attention to detail and data accuracy
- Interest in horse racing analytics preferred

**3. Data Analyst II (FT Boston, MA)****Role Overview:**

Data Analyst II focuses on advanced modeling, insights generation, and product development to power Harness Elite's predictive tools.

**Key Responsibilities:**

- Build and refine predictive models
- Develop new metrics
- Analyze betting market inefficiencies and ROI opportunities
- Collaborate on product features and algorithm improvements
- Translate complex data into actionable insights

**Qualifications:**

- Advanced Python/R and statistical modeling experience
- Experience with machine learning (e.g., Random Forest, Logistic Regression)
- Strong analytical thinking and problem-solving skills
- Experience in betting, sports analytics, or finance a plus

**4. Social Media Manager (PT Contract, Remote)****Role Overview:**

The Social Media Manager drives audience growth and engagement across Harness Elite's social channels.

**Key Responsibilities:**

- Manage and grow platforms (X, Instagram, TikTok, etc.)
- Create and schedule daily content (picks, insights, graphics)
- Collaborate with analytics team to translate data into engaging posts
- Monitor performance metrics and optimize content strategy
- Engage with followers and build community presence

**Qualifications:**

- Experience managing social accounts (sports or betting preferred)
- Strong content creation skills (copy + visuals)
- Understanding of social growth tactics and trends
- Passion for racing or sports betting

**5. Community Manager (PT Contract, Remote)****Role Overview:**

The Community Manager builds and nurtures the Harness Elite user base, turning customers into engaged, loyal users.

**Key Responsibilities:**

- Manage community channels (Discord, email, forums, etc.)
- Engage directly with users, answering questions and gathering feedback
- Support onboarding of new users and customers
- Foster a sense of community among bettors and subscribers
- Identify power users and advocates

**Qualifications:**

- Strong communication and interpersonal skills
- Experience managing online communities
- Customer-first mindset
- Interest in betting or racing communities preferred

## **6. Handicapper (PT Contract, Remote)**

### **Role Overview:**

The Handicapper interprets data outputs and produces actionable wagering insights and tipsheets.

### **Key Responsibilities:**

- Review model outputs and racing data daily
- Generate picks, tipsheets, and betting strategies
- Provide written and/or video analysis for customers
- Collaborate with data team to refine models based on results

### **Qualifications:**

- Deep knowledge of harness racing handicapping
- Ability to interpret data and translate into bets
- Strong understanding of wagering markets
- Communication skills (written and/or on-camera)