

Job Title: Business Development Representative

Reports to: Business Development Manager

Overview: Better Business Bureau serving Los Angeles and Silicon Valley is seeking a motivated and dynamic Business Development Representative to join our team. The successful candidate will be responsible for qualifying sales leads, verifying businesses meet BBB Standards of Trust, and securing new Accredited Business partnerships through effective communication and closing skills.

General Duties: - Engage in outbound cold calling to contact business owners - Complete the accreditation application process by telephone and collect payments - Be coachable with a willingness to develop your sales skill set - Exhibit the ability to engage with decision-makers across various levels - Thrive under the pressure of sales quotas and be highly motivated - Work independently with minimal supervision, showcasing initiative - Demonstrate a positive attitude and be a quick learner - Possess excellent verbal communication and strong closing skills - Participate in community functions and BBB events

Compensation: - Earn the greater of \$18/hr (or current minimum) or earned commission semimonthly based on a tiered commission structure. As an experienced BDR, you will receive 50% on paid, board approved sales and 60% on all approved deals after meeting the 20 per month threshold. Additional sales income incentives may be offered throughout the year.

Benefits Package: - We offer Medical, Dental, Life, and Short-Term Disability, which may vary by state. We offer a 401K with match upon qualification.

Generous PTO and 11 day paid holiday schedule. Remote work schedule.