

Business Development Manager

America (virtual)

The Business Development Manager is responsible for new business strategy and revenue generation, as well as solution creation utilizing sophisticated business development methodologies.

Key Responsibilities:

- Prospect Fortune 1000 organizations
- Align with MSP, RPO, Online Platform providers, VMS Providers, and other partners
- Meet with prospects to build relationships and further the sales process
- Engage in high value activities that yield, connect, and build business relationships with potential customers
- Manage the end-to-end sales process, effectively moving prospects, from one stage to the next
- Close business deals ensuring achievement of annual quota
- Demonstrate a successful track record of managing a sales cycle from beginning to close
- Success with closing mid to large enterprise EOR/AOR, MSP, VMS, or staffing deals
- Collaborate with Sales leader to operationalize the go-to-market strategy
- Prioritize and accomplish sales efforts while accomplishing organizational sales goals
- Work with marketing team to identify and follow-up on sales opportunities
- Manage all opportunities from identification to close through the company CRM (Hubspot)
- Provide customers with SME consulting guidance and engage other SMEs within People2.0 who can deliver value to prospects
- Communicate exceptionally both in written and oral formats to build rapport with prospects and team members
- Maintain and continue developing a high capacity for communicating, negotiating, and interacting with individuals at all levels within an organization
-
- Be an example to others on team building, collaboration, and positive energy
- Speak effectively in front of groups, industry colleagues, and prospect decision-makers at all levels
- This role will include approximately 10%-40% travel

Qualifications and Expertise:

- 6-10 years of EOR, AOR, MSP, VMS, RPO, and/or staffing industry sales experience
- Knowledge of MSP, RPO or payrolling, Worker Classification programs
- Experience selling MSP and RPO solutions preferred
- Bachelor's degree preferred
- Experience selling to a diverse client base (geographically and industry verticals)
- Understanding of contractor payrolling and independent contractor management a plus
- Understanding of basic web development principals and the ability to think outside the box
- Resourceful, professional, detail-oriented self-starter

Compensation and Benefits:

- The expected salary range for this role is \$150,000 - \$170,000 USD plus commission. Compensation will be determined based on candidate location, skills, experience, and review of internal and market rate analyses



- Paid vacation, sick days, and holidays
- Medical, dental, and vision insurance
- 401(k) retirement plan
- Voluntary life insurance
- Many more ancillary benefits

How to apply:

Send your cover letter and resume to recruiter@people20.com and reference the job title and location.

About People2.0:

People2.0 is the world's leading enabler of flexible, mobile, on-demand, and remote work arrangements, including portable support solutions for independent contractors. The company's global network of in-country, company-owned and operated establishments enables talent suppliers to hire any worker anywhere in any arrangement. Whether hiring locally or globally, People2.0's employer of record (EOR) and agent of record (AOR) services keep contingent workers in compliance with local and international regulations.

To learn more, visit People20.com.

People2.0 is committed to providing equal employment opportunities to all associates and applicants without regard to race, color, national origin or ancestry, citizenship status, religion, sex (including pregnancy, lactation, childbirth or related medical conditions), sexual orientation, physical or mental disability, age, veteran status, uniformed servicemember status, gender identity, genetic information (including testing and characteristics) and any other characteristic prohibited by federal, state or local law. Our commitment to equal opportunity employment applies to all persons involved in our operations and prohibits unlawful discrimination by any employee, including supervisors and co-workers.

In furtherance of this commitment, the Company is committed to providing a work environment that is free of prohibited harassment. As a result, the Company strictly prohibits sexual harassment and harassment against applicant and employees based on any legally recognized status, as defined above, or any other status protected by federal, state, or local laws.