

Title: Business Development Consultant

FLSA Status (Exempt v. Non-exempt): Exempt

Location: Houston, TX

COMPANY OVERVIEW

People 2.0 is a global provider of workforce engagement solutions for independent recruiters and staffing companies. People 2.0 was created with the idea of helping independent recruiters, recruiting firms, RPOs and online staffing platforms create recurring contingent workforce revenue streams while allowing them to focus on their core competencies.

At People 2.0, we know the value of our business lies in the value of our people. We have succeeded in building and nurturing a customer-focused, high-integrity team that works together in an open and positive entrepreneurial environment.

POSITION SUMMARY

We are looking for multiple business development consultants to help People 2.0 continue its track record of high-growth. The successful candidate will have experience consulting and developing relationships with small- and medium-sized independent business owners. They'll operate with high integrity in a fast-paced environment where it's not uncommon to close multiple opportunities in one day. We're looking for people with an assertive self-directed style seeking to fast track their sales career. Candidates must be able to hit the ground running and produce immediate results.

PRINCIPAL DUTIES AND RESPONSIBILITIES

- Research, identify, initiate, and nurture relationships to develop potential new business leads
- Manage a high volume of outbound calls to warm marketing lists to uncover qualified opportunities
- Manage pipeline data in a sales database; analyze market opportunities and target prospects
- Consultative introductory discussions with independent recruiters and recruiting firms to target and convert leads into prospects
- Develop trusting relationships
- Present solutions, assist in developing presentations and conducting proposal meetings
- Close

QUALIFICATIONS

- Min. 2 - 3 years of business-to-business sales experience with a successful track record
- Bachelor's Degree
- Experience communicating with business owners and executives of small- to mid-sized businesses
- Experience selling a service solution
- Self-motivated with prior successful experience in sales of an intangible
- Prior experience in a B-to-B services business, preferably in outsourcing or professional services, ideally in staffing, recruiting or similar workforce solutions
- Engaging, articulate professional, with solid organizational and time management skills, persuasiveness, problem-solving skills, articulate and possesses good writing skills
- Ability to travel overnight within the U.S. up to 20% of time or potentially relocate

COMPENSATION

Extremely competitive base salary plus residual commission that lets you ramp up income every year. Plus, excellent comprehensive benefits package including fully paid medical.