



Position Title: Business Development Manager

Direct Reports: None

Reports To: Founder

Employment Status: 1099 Contractor

Rate: Commission Based

Location: Remote

This role will be responsible for new client acquisition and account management to support the global growth of the Startup Sales Leadership Institute's online training programs designed to help Founders grow, build and train their own sales teams. This is a 1099 contractor remote position, commission only, and OTE at \$100k+.

To be successful in this role, you will demonstrate success in strategic prospecting, positioning, and closing, as well as naturally connecting and networking with prospects and potential partners through social media. The Startup Sales Leadership Institute, founded by sales growth expert Michelle Terpstra, has acquired all clients through organic social media strategies.

You will understand the key drivers and stakeholders within the digital marketing and online education industry and the decision-making processes they follow on objectives. You will quickly develop a reasonable understanding of our unique positioning by completing our rigorous onboarding sales training, networking within this space, and developing your own client acquisition strategy to be approved by the founder for execution. This role provides financial and time freedom for the right candidate who is hungry, skilled, and well-networked in the industry.

In alignment with our Startup Sales Leadership Institute's values, we are committed to serving our clients at the highest level, working hard, and having fun. We are industry disruptors, impact makers, and modern marketers who embody a deep understanding of human behavior in our training programs, sales, and marketing. A well-developed Emotional Intelligence (EQ) is REQUIRED for this candidate's success and happiness.

Responsibilities

- You are responsible for completing 5-10 Discovery Calls weekly, closing at least 50%, and meeting a monthly quota of \$40,000 in new sales.
- Identify, evaluate, assess, and close high-impact clients into \$8k-\$25k coaching and training programs by leveraging virtual platforms like Zoom, social selling, and in-person networking.
- Develop business pipeline by deploying deep knowledge and experience in the online educational space, including coaching, consulting, and agency owners.
- Take quick action to follow up, book a Discovery Call, and close qualified leads generated daily by the Startup Sales Leadership Institute.
- Nurture and engage with our community to generate sales opportunities and represent our company values.
- Create and communicate a business strategy and plans to develop new sales opportunities not provided by the company directly to the Founder.

Required/Minimum Qualifications

- 2+ years experience in virtual selling via Zoom and Social Media.
- 2+ years of exceeding goal selling high-ticket B2B coaching, consulting, or service-based offers over \$5k.
- On average, successful candidates will work 25-30 hours per week in this role.
- Strong understanding and network within the digital marketing industry. Names like Russell Brunson, Amy Porterfield, Marie Foleo, Lewis Howes, John Lee Dumas, Rick Mulready, Donald Miller, and Brendan Burchard should be household names.

- Experience working sales funnels for lead generation, qualification, and closing.
- Tech savvy and comfortable using a CRM, Active Campaign, Calendly, Zoom, SalesMessage, Kennected for LinkedIn, and other sales tech tools provided by the company.
- Capable of writing marketing emails, social media content, and a love for just picking up the phone and calling a prospect.
- Hungry to advance your career and take the initiative to create opportunities- not waiting for them to be delivered.
- Growth mindset with advanced problem-solving skills and confidence in your ability to communicate clearly and concisely with prospects and when reporting to the Founder, Michelle Terpstra.
- Attend daily 15-minute sales huddles Tuesday-Friday at 9 am EST
- Attend 60-90 minute weekly sales meetings Mondays, 9 am EST
- Report daily on tracked success metrics to Founder
- Access to High Speed Internet + Laptop

Your Next Steps...

If this sounds like your kind of position, you're our kind of Business Development Manager! Take two minutes to apply below.

We are consistently hiring Business Development Managers as our company scales, so apply now as we believe in taking fast action and will give preference to those who take ownership of showing us why they should join our world-class sales training company.

We look forward to reviewing your application and hopefully welcoming you to the Startup Sales Leadership Institute's Team!

Get started by clicking [here!](#)

Happy Selling, Michelle Terpstra

CEO+Founder

[Startup Sales Leadership Institute](#)

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