

Job Title: Business Development Representative
Classification: Commission Based
Department: Business Development
Reports to: VP of Business Development

Overview:

Better Business Bureau serving Central Oklahoma 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:

- Year 1-3: Earn the greater of \$8/hr or commission weekly based on a tiered commission structure
- All Business Development Reps that have been with our BBB or another BBB for at least three years will earn 10% residuals on all 1st year renewals for an AB that pays on or before their renewal date. As an experienced BDR you will receive 50% on any sales exceeding 3 in a week and 60% on any week with completed/paid sales, at 10+. Additionally, all PTO days will be paid based on the previous 3 month average of your paychecks.

Benefits Package:

- 75% paid for employee and family base package for Medical, Dental, Vision Insurance
- \$50,000 Life Insurance policy
- Short Term Disability offered
- 401K with 4% match
- Generous PTO and holiday schedule, including a floating holiday
- Flexible Hybrid Work Policy accommodating family needs
- Full remote work from Memorial Day to Labor Day

Qualifications:

- Sales or collections background preferred but not required
- Basic computer skills
- Must have the capability to work within a 35-hour week schedule
- Ability to attend training and work from Oklahoma City area or as a full remote employee if residing outside the state of Oklahoma

Culture:

We at BBB value culture, family, and are committed to creating lifestyle and financial success for our team. If you are seeking a nurturing environment to grow and thrive, join us in our mission to uphold high ethical standards in the marketplace.

Application:

To apply, please contact Ryan Ellis, Vice President Business Development at rellis@oklahomacity.bbb.org.

BBB Central Oklahoma is an Equal Opportunity Employer.