

Business Development Manager / Enterprise Sales Representative

America (virtual)

The Business Development Manager - Mass Talent / Enterprise Sales Representative is responsible for new business strategy and generation, as well as solution creation utilizing traditional business development methodologies.

Key Responsibilities:

- Contingent Workforce Solutions ecosystem concepts and sales tactics
- MSP, RPO, Online Platform providers VMS Providers and Capabilities
- Prospect tracking software
- Prospecting techniques
- Presentation creation and delivery
- Sales cycle management
- Closing complex, global, enterprise solutions

Specific Responsibilities:

- Demonstrate a successful track record of managing a sales cycle from beginning to close
- Success with closing mid to large enterprise staffing and IC compliance deals
- Collaborate with VP of Sales to operationalize the go-to-market strategy
- Prioritize and accomplish a daily task load – solid technical experience enabling independent performance
- Work with marketing team to identify and follow-up on sales opportunities
- Manage all opportunities from identification to close through company CRM
- Provide customers with SME guidance either personally or through the engagement of company colleagues
- Communicate exceptionally both in written and oral format to build rapport with customers and work associates – comfortable communicating, negotiating and interacting with individuals at all levels within an organization
- Project a polished, professional image always
- Be an example to others on team building, collaboration, and positive energy
- Speak comfortably in front of groups, industry colleagues, and client decision-makers
- Potential travel 10-20% of the time
- Proven track record of hitting financial sales goals

Qualifications and Expertise:

- 6-10 years of staffing industry and/or IC compliance sales experience
- Knowledge of MSP, RPO or payrolling, Worker Classification programs
- Experience selling MSP and RPO solutions preferred
- Bachelor's degree
- Experience selling to a diverse client base geographically or 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, multitasking, detail-oriented self-starter

Compensation and Benefits:

- The salary range is \$130,000 - \$140,000 USD depending on experience, plus commission



- Paid vacation, sick days, and holidays
- Medical, dental, and vision insurance
- 401(k) retirement plan
- Voluntary life insurance
- Many more ancillary benefits
- Periodic travel of less than 20%

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](https://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.