

BodyLife Dynamics

Business Development Specialist Work Scope

Division/Department: Sales / Marketing

Location: Virtual/global (Home office based in Phoenix, Arizona)

Title: Business Development Specialist

Reports To: Monique Rider

Title: President

Level/Grade: 001

Type of position:

- Full-time
- Part-time
- Contractor
- Intern

Hours: Flexible

- Barter
- Volunteer
- Exempt
- Nonexempt
- Commission

Work Scope Overview:

BodyLife Dynamics offers several virtual and on-site products and programs. Through the BodyLife Institute professionals, executives, entrepreneurs and organizations located globally receive education and coaching to help them develop soft skills, manage personal and professional transition and focus on wellness. An independent contractor is desired to target progressive corporations and individuals with the intent of selling tuition-based enrollments into the institute and/or booking workshops and speaking engagements within organizations.

Expectations:

- To create a long-term client base
- To target professionals who are lacking in job performance, leadership abilities and soft skill development and/or struggling with major life transitions
- To target corporations, colleges, treatment centers who wish to retain and develop quality employees
- To promote/market/sell our educational/coaching/speaking programs
- Attend virtual training/orientation to obtain a thorough understanding of the coaching concept and how it relates to individuals, entrepreneurs and corporations
- Attend virtual training/orientation to learn the company's products, services, and philosophy
- Available for periodic meetings via telephone or in person
- Sign a non compete clause and Independent Contractor letter of agreement
- 24-hour response time to phone calls and emails

Experience Requirements:

- Five years of current experience marketing and selling educational services or high-end items
- Experience working with high-level executives and HR personnel
- Experience with corporate culture
- Experience with treatment centers and/or colleges
- Ability to generate and manage leads and close sales

- A demonstrated high volume sales track record with ability to meet sales quotas
- Education appropriate for the level of this position

Other Skills/Abilities:

- Honesty, integrity, reliability, and loyalty
- Outgoing, friendly, personable and professional
- Organizational and time management skills
- Motivated and self-directed
- Detail oriented
- Excellent people skills
- Excellent communication
- Local, national and/or international corporate connections
- Experience in the area of wellness, stress management, personal growth, and/or workplace wellness or willingness to be trained in such
- The appropriate contractor will be a spokesperson for the company, embrace the philosophy of the company, be flexible, and communicate concerns and issues in a timely manner.

Commission Rate:

Approximately 12 - 15%

Interested parties should send letter of interest, capability statement / resume, and three references to Monique Rider at: Monique@bodylifedynamics.com

Contact Information: BodyLife Dynamics Phone: 1.480.699.0527 Fax: 1.604.648.9111

Approved by:

Title:

Applicant Name: (please sign to acknowledge receipt of this document)

Date:

Date posted: 5/08/08

Date contracted: