

Here's the job you were looking for. Click it to see more details.

## Virtual Business Development

📍 San Diego, CA

🏢 HR Recruiting Services

Last online 3 weeks ago

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**\*\*\*100% COMMISSION + RESIDUALS\*\*\***

### **CONTRACT Opportunity - REMOTE**

POSITION: ANYWHERE - USA

**Thank you for your resume. We would like to share an opportunity with you that I feel would be a great fit for your skill set and background.**

**You will also receive 50% of residual income from revenue generated from all clients/contracts you acquire. Compensation is dependent on size of acquired clients and contracts. You will also receive 50% of residual income from revenue generated from all clients when applicable.**

### **The Big Picture – Top Skills You Should Possess:**

- Sales
- Astute Sales Acumen
- New Business Development experience

### **Perks**

- Sell when you want, and to who you want. No vertical or geographic restrictions.
- We are not a firm where you will have to deal with politics, drama or someone watching your call numbers!
- Access to all of our agreements for clients and employees.

### **What You'll Be Doing:**

- Generate sales leads and work within the U & I Staffing Services model
- Develop relationships and grow them into clients.
- Works with recruiters to fulfill client requisitions. Serves as the point of contact for recruiters with regards to client requisitions and educates them on the needs of the client.
- Negotiate contracts and bill rates with clients.

### **What You Need to Bring to the Table:**

- 2-5+ years of staffing/sales experience preferred
- Experience in prospecting, cold calling, and client presentations within a professional business-to-business

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sales organization.

- Strong communication and organizational skills in order to maintain a level of activity which includes qualifying prospects, scheduling client meetings, pipelining qualified candidates, and generating revenue.
- Successful completion of background screening process

Job Type: Commission

Required experience:

- Business Development: 1 year
- Sales: 1 year
- Staffing/Recruiting: 1 year
- staffing/recruiting industry: 2 years
- sales: 2 years
- Business Development: 2 years

If interested, [CLICK HERE](#) additional information will be sent to you shortly.

Thank you,

Lee Rayzer

HR Director

 All Jobs at HR Recruiting Services

**Contact Us!**