

# Sales Business Development - Cost Reduction Consulting

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Independent subcontractor 1099 position  
100% commission based  
Full-time or Part-time - make your own hours  
Remote and in person

Subcontractor will work with organizations (businesses, nonprofits, education, government) remotely or in person to help them reduce costs in the following areas:

- Telecommunications (landline, wireless, internet)
- Merchant services (credit card processing fees)
- Small package shipping / Courier costs
- Waste management (hazardous, human, metal, etc.)
- E-signature

Experience in each of the expense categories is helpful but not required. Business to business sales is critical along with the ability to develop strong, lasting relationships with key decision makers.

## Responsibilities

- Cultivate strong business relationships with key decision makers
- Proactively identify new opportunities and deliver innovative solutions to customers
- Identify, contact and start relationships with companies within key verticals

## Qualifications

- Be well connected with organizations throughout the community and have the ability to develop additional connections
- 3+ years of sales or account management experience
- Excellent written and verbal communication skills
- Good computer skills, CRM, Microsoft Office
- Determined, self-starter
- Bachelor's Degree

A successful candidate has income opportunity of > \$100,000 in year 2.