

Job Title: Business Relations Representative

Classification: Commission Based \$38,000 - \$120,000 (Uncapped Commission)

Department: Business Relations

Reports to: Director of Business Relations

Overview:

Better Business Bureau serving Michigan is seeking a motivated and dynamic Business Relations Representative to join our team. The successful candidate will be responsible for calling businesses within our database as well as sourcing new 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

The Ideal Candidate:

- Prior success with sales preferred, but not required
- Self-starter and ability to work independently
- Resilience and an ability to overcome objections
- Basic computer skills
- Bi-lingual skills are a plus

We Offer:

- We cultivate a positive and encouraging work environment where hard work is valued, success is recognized, and having fun is part of our everyday culture.
- The opportunity to work in our office or remotely from home (for the right candidate)
- Uncapped earning potential
- Paid holidays and vacation time*
- Health & Life insurance for full-time employees
- Training ensuring your success

- Work/life balance
- Competitive environment with company-wide recognition
- Frequent and Fun Company Events
- Awards and Recognition
- No Nights or Weekends!!

Compensation:

- Earn the greater of \$17/hr or earned commission semimonthly.
- A successful BRR will have access to one of the most attractive commission and bonus structures in the BBB System with earning potential from \$70,000 - \$120,000 (Uncapped Commission)

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

About the BBB:

Founded in 1912, BBB is a non-profit agency focused on advancing marketplace trust. BBB collects and provides free business reviews on more than 4 million businesses to over 220 million requests from consumers annually, making BBB's website rank among the top 1% of all visited websites in the United States. In addition, BBB acts as an intermediary between business and consumers and educates the public on scams & frauds and how to be a savvy consumer.

Job Type: Full-time

Benefits for Full time:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Health Savings Account
- Health insurance
- Life insurance
- Vision Insurance

Work Location:

- Two locations-Grand Rapids and Southfield

Work Remotely:

- Flexible for the right candidate

*Paid holidays and vacation time available after probation period.