

We're Hiring: Business Development Manager

Are you a natural leader who thrives on building high-performing sales teams? Do you know how to motivate, coach, and hold people accountable to reach their goals? If so, we want you on our team.

At the **Better Business Bureau Serving the San Francisco Bay Area & Northern Coastal California**, we're on a mission to help businesses build trust in the marketplace. We're looking for a Manager to lead our Business Development team—driving membership growth, enhancing revenue opportunities, and developing sales professionals into their best selves.

What You'll Do:

- Lead, coach, and inspire a team of Business Development Reps
- Drive sales performance and accountability to achieve monthly and annual goals
- Build and manage lead funnels for accreditation and business enhancement opportunities
- Develop strategies that ensure a steady pipeline of new prospects
- Partner with leadership to shape sales culture, contests, and growth initiatives

What We're Looking For:

- Proven experience in sales leadership (manager, supervisor, or team lead role)
- Strong ability to coach, motivate, and hold teams accountable
- Data-driven mindset with experience using metrics to manage performance
- Excellent communication skills and a passion for developing people
- Someone who thrives in a mission-driven environment and wants to make a difference

Why Join Us:

- Competitive base salary + performance incentives
- Health, dental, vision, and retirement benefits
- Meaningful work helping local businesses succeed and build trust
- A supportive team environment where your leadership truly makes an impact

If you're ready to lead with purpose and drive results, apply today and help shape the future of our BBB! Please send resume along with salary requirements to jody@bbbemail.org