

About Merchantsmark

- Merchantsmark is a dynamic marketing agency specializing in creating impactful websites for small businesses. Our mission is to empower small businesses with the tools they need to succeed in the digital age. We are passionate about innovation, creativity, and delivering exceptional results for our clients.

Job Description: Commission-Based Business Development Representative (1099 Contractor)

Position Overview:

- We are seeking a motivated and experienced Business Development Representative to join our team as a 1099 contractor. The ideal candidate will cultivate relationships with prospective clients to drive business development success. This individual will schedule meetings with clients to understand their needs and work closely with sales and marketing teams to uncover new leads.

Responsibilities:

- Generate appointments through proactive outbound prospecting.
- Collaborate directly with sales and marketing to discover opportunities from leads.
- Demonstrate and teach strong selling and influencing skills.

Qualifications:

- Bachelor's degree or equivalent experience.
- 5+ years of experience in a related role.
- Strong communication and time management skills.

Why This Role Might Be a Great Fit:

This commission-based position is perfect for individuals who thrive on performance-based rewards and have the flexibility to manage their own schedules. Ideal candidates might include:

- **Stay-at-home parents** looking for a flexible work opportunity that allows them to balance family responsibilities.
- **Entrepreneurs** or individuals with another business seeking additional income streams.
- **Freelancers** who excel in sales and business development and want to leverage their skills in a new industry.

Additional Details:

- This is a 1099 contractor position, meaning you will be responsible for your own taxes and benefits.
- Compensation is commission-based, providing unlimited earning potential based on your performance.
- If you are passionate about helping small businesses succeed and have the drive to generate new business opportunities, we would love to hear from you!



