



BeadforLife
Boulder, Colorado Office

SBS Immersion Workshop Sales Leader/Professional Relationship Manager

What we do:

Think about the first time someone recognized in you a spark, a talent you hadn't yet seen in yourself. Remember the way your heart soared when you felt the power of what you could do and be. At BeadforLife, we help people living in extreme poverty feel that feeling by turning their spark into a fire of purpose, by providing entrepreneurial training and coaching support. Through our training, folks have the opportunity to move out of poverty, for good.

We are now sharing our effective entrepreneurial training (Street Business School) with other non-profits around the world, through our training-of-trainer immersion workshops.

Who you are:

Are you C+C (competitive and compassionate), and *uncomfortable without accountability to results*? Do you prospect and ask for the business in your sleep? Are you a roll-up-your-sleeves person, that can both conceptualize big picture sales strategy, AND execute on every sales tactic, right down to creating the lead list, making the sales call, and whooping out loud when you make the sale? If you love Kaizen, are fun to hang out with, and are persuasive, persistent, organized, want to do some good in the world, and proud to say that you are in sales, then we are looking for you.

What we'll do for you:

- You'll be rewarded for your successes, with a pay structure that includes pay-for-performance
- Your work will directly empower 1 million women to lift their families out of poverty, by supporting the global expansion of our Street Business School
- You'll be challenged, you'll be inspired, and you'll be proud to see your spark igniting the world
- You'll have plenty of opportunity to do really cool, meaningful work that will advance your skills
- You may even get a chance to go to Uganda to see our programs in action
- You'll have great time off benefits, including a paid, organization-wide closure over the holidays

What you'll do for us:

The SBS Immersion Workshop Sales Leader is a critical role in our organization as this motivated sales professional is the spark that recruits non-profits (aka Global Catalyst Partners) for our Street Business School Immersion Workshops (SBS IW), all around the cosmos.

- Co-develop and implement a creative, comprehensive and effective recruiting strategy for the SBS IWs, from initial engagement of GCPs, through SBS IW application by GCPs
- Enhance revenue-generation from SBS IWs, by selective identification, spot-on prospecting, and conversion of ideal GCP candidates
- Track, critically analyze, and report KPIs, and success benchmarks (yep, we're gonna need your left brain and your right brain)
- Promote a positive environment of fun, trust, stakeholder appreciation, continuous improvement, high performance and accountability



- Inspire and support our team to be story ambassadors for the organization
- Maintain financial oversight for SBS IW sales department, including developing budget, tracking expenses, and tracking all of that revenue that you will be bringing in

What you'll need to have:

- 2-5 years sales experience, with tangible positive results
- An entrepreneurial spirit, with an unstoppable passion to drive results
- Crazy good understanding of, and ability to execute on, sales tactics
- Exceptional presentation skills and communication skills
- Ability to set and meet deadlines (without your supervisor micromanaging you)
- Practical technology skills to effectively communicate globally
- Ability to accommodate communication with prospects, in a variety of global time zones
- Background in non-profit or women's empowerment program is helpful

Compensation: This is a part-time position, initially projected at 15-25 hours per week. There will be some flexibility in work schedule. Salary range is \$20-25 per hour. While part-time, this position will receive paid vacation time, holiday time and sick time prorated based on work hours, free parking, opportunity for SIMPLE IRA and the opportunity for some remote work.

To apply: Please shoot us an email letting us know how working for BeadforLife would be a dream come true for you. This will be your first chance to show us your sales skills! Please send your resume (to show us how we'd be crazy not to talk to you) to Jobs@BeadforLife.org with "Sales Leader" in the subject line.