B2B Business Development Manager
Part-Time/Freelance

We are –
True Synergy, Inc., a boutique professional and organizational development consulting company, based in Los Angeles, CA specializing in corporate culture change and behavioral transformation for high-growth companies. Learn more about us at www.truesynergyinc.com.

You are –
A resourceful, innovative, self-motivated business development professional who has a passion for getting new business. You have an entrepreneurial mindset and supporting the growth and development of small, but growing consulting company. Next to the founder and CEO, you will be the first point of contact a new potential client will have with our company.

We are looking for an experienced Business Development Manager who can help us scale. Experience in working with small consulting and management firms that you helped grow is desired. As we do work with companies of all sizes, relationships with executives at high-growth companies, or private equity firms and venture capital firms who invest in and support high-growth companies, is a HUGE plus.

Duties include:

- Tracking leads, manage and create lead lists
- Contacting potential clients to establish rapport and arrange meetings
- Collaborating on new marketing initiatives
- Researching organizations to find new opportunities
- Attending conferences, meetings, and industry events.
- Assisting with developing proposals for potential clients
- Assisting with responding to government RFPs
- Developing goals and strategies for business growth and ensuring they are met

Qualifications:

- Bachelor's degree (or equivalent) in sales, business, marketing, communication, or related field
- An already established list of potential client relationships (a plus, but not required)
- Experience in selling services is required
- An established selling and lead generation process
- Excellent networker and brand builder
- Experience in sales and marketing services required
- Experience with selling for small consulting businesses a big plus, but not required
- Strong written and verbal communication skills
- Excellent organizational skills
- A strategic thinker
- Self-motivated, proactive, and tenacious

- Proficient in Microsoft Office, Google Suite, Zoho, Trello, Slack, Click Up and other tools
- Entrepreneurial mindset a must!

Compensation:
$1,000-$2,000 per month, plus commission (depending on experience)

Please send your resume and cover letter to: info@truesynergyinc.com.