

PETRA COACH // DIRECTOR OF BIZ DEVELOPMENT

ROLE: PETRA COACH – Director of Business Development [FULL TIME]



IS THIS YOU?

- Do you love both the pursuit of sales (the process) and the winning (the closing) – will you stay with it until it is complete?
- Can you connect easily with others and listen to truly understand their needs?
- Can you take a glimmer of an opportunity and bring it to a completed agreement?
- Are you organized in such a way that details matter to you – yet flexible enough to fill in gaps that appear?
- Are you tech savvy? *Not in the Snapchat sense*, but in the, 'I can whip up a proposal, keep up with all my contacts, manage my calendar and tasks – all using the latest tech?
- Are you a learning ninja? Do you enjoy the exploration and growth that comes from diving into the deep end quickly?
- Do you 'get' and understand CRM systems? (HubSpot preferred) Understanding how to maximize your work with these tools and keep up with the details needed?
- Are you willing to fail and willing to learn from the failure and keep going over and over again?
- Do you have inherent "drive" – do you act and not wait to be told all the details? Can take an outcome and figure out the rest?
- Can you work independently – Can you do what you do best and collaborate with the team when needed?
- Do you have 10 years of successful sales experience, are you able to establish equal footing with C-level leaders? Bonus points if you've got previous coaching or entrepreneurial experience.
- Have you worked in an entrepreneurial environment or other small business? Are you nimble and able to adapt quickly? Do you thrive in an ever changing environment?
- Are you looking for more than just "hitting your numbers"? Are you looking to make an impact far beyond yourself and leave things better than you found it?

WHAT YOU WILL BE DOING?

- At least 80% of your time should be focused on and in conversations with prospects (leads) that are produced via marketing funnels and other business generation activities. Move them through the pipeline.
- 30+ meetings via phone, zoom or face to face each week with interested leads qualifying them into candidate status and placing them in the appropriate segment of services that meets their needs.
- Continually connecting with those that you close (members) to create relationships that garner 'referrals' for new members as well and increasing retention of that member.
- Connecting on a consistent basis with our referral partners, centers of influence and friends of Petra to create and maintain a relationship that drives new leads back to Petra.
- When needed, attend in person conferences, planning days or go see candidates face to face to close the agreement. Travel is minimal.
- Always seeing around the curve to find a better solution – increasing results and impact!
- Don't be afraid to pick up the phone. Be prepared to make outbound calls to leads generated from workshops, webinars and other Petra events.
- Working and directly reporting to the executive team to produce the results that are mutually agreed upon and ever-increasing returns quarter over quarter (never completely satisfied with progress).
- Lastly – Have fun! If it's not fun for you, it's not worth it. Let's build a company that changes lives globally – together.

WHAT WE DO:

1. Define clear and measurable plans for teams across North America and West Europe
2. Implement systems to ensure those plans get done
3. Build cultures of purpose, alignment, and accountability - and have fun doing it!

WHY WE DO IT // OUR PURPOSE:

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We exist to Reveal the Unrealized Potential both in others and in ourselves. We are a mind shift organization.

OUR BHAG: +10Mhb

The Petra Coach foundational structure is built on the purpose of ensuring we are serving first.

Have a 'POSITIVE IMPACT ON 10,000,000 HUMAN BEINGS!'

HOW WE DO IT // OUR VALUES:

How we behave with each other, with our members, with our community – with ourselves

- There is no TRY – only DO!
- I've got your Back – no matter what
- Please and Thank You – say it and mean it
- Everything an Experience – every time
- See around the curves – anticipate needs and pre-fill them
- Be Curious – ask why and improve
- Be a Barnabas – An Ironman with a squishy heart

NEXT STEPS:

If you're interested in changing lives with us and think you have what it takes – apply today at the link below!

<https://petracoach.com/workwithus/>

"If you don't like change, you'll like irrelevance even less."
PETRA COACH | 888.330.1020 | www.petracoach.com

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