



**Job Title:** Business Development Consultant – Contractor

**Organization:** Winning Abilities LLC

Winning Abilities is a personal representation agency that works with its clients and utilizes its human-based platform to create opportunities for individuals with exceptional talents in work, sports, communities, and beyond. Our mission is to create inclusive and diverse environments by recognizing the unique strengths of each individual and matching them with opportunities that align with their abilities. Our values of innovation, trust, excellence, and resilience motivate everything we do.

### **Role Summary:**

Winning Abilities is seeking a dynamic and results-driven Business Development Consultant to join our growing team & network. The ideal candidate will play a pivotal role in expanding our client base by forging and nurturing strategic relationships with all types & sizes of organization. You will unlock opportunities and support the organizations in their efforts to match individuals with great talents with their corporate needs. The position requires a proactive approach to identifying new opportunities and an entrepreneurial mindset to develop solutions. By partnering with Winning Abilities management and its recruiting force, your success will be determined by the number of new positions within companies that are filled by our candidates, grants, and sponsorships generated.

### **Key Responsibilities:**

1. **New Business Development:** Identify and target prospective clients, initiate contact, and conduct effective sales presentations to demonstrate the value of Winning Abilities' services. Lead negotiations, overcome objections, and successfully close deals to secure new business partnerships.
2. **Client Relationship Building & Account Management:** Cultivate strong, long-lasting relationships with organizations, understanding their talent acquisition needs, and positioning Winning Abilities as a preferred recruitment partner, particularly in the neurodiverse space.
3. **Customized Matching:** Combine a personalized approach and coordination with Winning Abilities management to match candidates with relevant corporate job openings or sports team positions, considering their skills, qualifications, and unique abilities.
4. **Market Research:** Stay updated on industry trends, market conditions, and competitors to identify potential clients and opportunities for growth.
5. **Accessibility Advocacy:** Promote awareness and advocate for accessibility and accommodations within workplaces and sports environments to ensure that differently abled individuals can perform at their best.
6. **Sales Reporting:** Keep accurate records of sales activities, forecasts, and progress in the CRM system.

## **Qualifications and Requirement**

- Bachelor's degree in business, Marketing, or a related field. MBA preferred.
- Proven track record in business development and sales within the staffing or recruitment industry with a strong understanding of mid and large-sized company recruitment needs and challenges.
- A strong passion for promoting diversity, inclusion, and opportunities for individuals with exceptional talents in corporate and sports settings.
- Knowledge of various disabilities, unique abilities, and talents, and an understanding of the importance of accessible and inclusive environments.
- Exceptional communication, negotiation, and presentation skills.
- Strong problem-solving skills and a results-oriented mindset.
- Proficiency in using CRM software and other sales tools.
- Willingness to travel as needed.
- Located in Minnesota or New York (preferred)

## **Terms of Engagement:**

As an Independent Contractor for Winning Abilities, you will work at your own pace and under your own terms. The position provides you with an opportunity to make a significant impact while working with a dynamic and mission-driven organization. Compensation will be based on the successful placement of candidates and will include commissions or fees for your ability to open new positions. You will be compensated on each successful placement of an individual into a role that resulted from your successful efforts.

## **Why Winning Abilities:**

At Winning Abilities – YOU matter. Your development as an individual is critical and at the core of our fully integrated approach to growth. We want you to bring your unique self to Winning Abilities and find a home where you will be part of a meaningful initiative that celebrates diversity, empowers individuals with unique talents, and fosters inclusive environments. In fact, we aim for 50% of our staff to be made up of individuals with disabilities and look for a meaningful diversification across race, gender, military experience, and LGBTQ+. Your efforts will contribute to building a more inclusive and enriched society where everyone can thrive and succeed.

## **How to Apply:**

Interested candidates are invited to submit their resume and a cover letter detailing their relevant experience and explaining why they are an ideal fit for the role. Please send your application to [info@winningabilities.com](mailto:info@winningabilities.com) with the subject line "Business Development Consultant Application - [Your Name]."

Winning Abilities is an equal opportunity employer and welcomes applications from candidates of all backgrounds and experiences. We thank all applicants for their interest, but only those selected for an interview will be contacted.