Gail Meriel

Success Redefined

Corporate Sales & Strategic Partnerships Partner

Women's Professional Development | Corporate Keynotes | Leadership Workshops

Company: Success Redefined
Location: Remote — United States
Engagement: Independent Contractor (1099)
Compensation: 100% Commission | Uncapped Earning Potential

About Success Redefined

Success Redefined empowers professionals, particularly women, to overcome self-doubt, build unshakable confidence, and communicate with clarity and authority.

Through corporate keynotes, interactive workshops, and professional development programs, we help organizations strengthen leadership, improve workplace communication, and empower women to reach their full professional potential.

Founded by Gail Meriel, an award-winning global motivational speaker, international best-selling author, and business professional with 25+ years of Fortune 500 experience, Success Redefined combines personal development with practical strategies professionals can apply in the workplace. She has also been professionally trained in public speaking and mentored by top performers in the industry, including Hollywood's Kari Michaelsen and American Idol's Justin Guarini.

Our mission is to help women recognize their value, own their voices, and redefine success on their own terms. We partner with organizations that want to invest in women's leadership, professional advancement, and employee development. Visit www.gailmeriel.com to learn more.

As we expand our corporate reach, we're seeking an experienced sales professional who shares our commitment to women's professional development and can translate that passion into meaningful corporate partnerships and measurable business growth.

The Opportunity

Build business. Champion women. Create meaningful impact.

Are you an accomplished B2B sales professional who knows how to open doors, build executive relationships, and close high-value corporate contracts? Do you want to apply your sales expertise to a mission that helps women grow their confidence, strengthen their leadership presence, and advance professionally?

As our Corporate Sales & Strategic Partnerships Partner, you'll own the sales process from prospecting and relationship development through proposal, negotiation, and closing.

You'll identify organizations that invest in women's leadership, employee engagement, communication, and professional development—and connect their business priorities with Success Redefined's solutions.

This is an entrepreneurial opportunity for an experienced, self-directed sales professional who values autonomy, strategic relationship building, and compensation tied to results.

You will have the opportunity to:

- Leverage your B2B sales expertise and professional network to develop corporate business.
- Build relationships with corporations, women's organizations, professional associations, and leadership networks.
- Earn commissions based on the business you generate and close.
- Develop strategic accounts with opportunities for repeat engagements and expanded programs.
- Help organizations invest in the professional growth and advancement of women.

Important: This is a 100% commission-only independent contractor opportunity. There is no base salary, draw, or guaranteed income. It is best suited for a sales professional who is comfortable sourcing opportunities, managing a full sales cycle, and earning variable income.

What You'll Offer

You'll represent Success Redefined's corporate speaking and professional development offerings, including:

- **Corporate keynote presentations** focused on confidence, communication, leadership, and professional growth.
- **Interactive corporate workshops** that help professionals overcome self-doubt, strengthen their voices, and communicate with greater impact.
- **Multi-session training engagements** for organizations seeking ongoing professional development.
- **Strategic organizational partnerships** with corporations, women's leadership groups, professional associations, and employee resource groups.

Your role is to understand each prospective client's needs and position the most appropriate offering based on their goals, audience, and budget.

Compensation: Earn Based on the Business You Build

Our commission model rewards new client acquisition while recognizing the difference between independently sourced business, company-provided leads, and repeat engagements.

Deal/Contract Value Range: $5,000-$50,000+

1. New clients you source and close — 20% commission

Earn 20% of eligible collected contract revenue for new corporate business you independently identify, develop, and close.

2. Company-provided qualified leads — 10%–15% commission

Earn 10%–15% of eligible collected contract revenue when Success Redefined provides the qualified opportunity and you lead the sales process through closing. The applicable rate will be agreed upon based on the level of sales involvement required.

3. Repeat business and account growth — 10% commission

Earn 10% of eligible collected contract revenue for follow-on engagements you actively secure with existing clients, subject to the written commission agreement.

4. Strategic, high-value contracts — up to 25% commission

Additional commissions may be approved for selected high-margin opportunities, including multi-session programs and strategic corporate partnerships. Any higher rate must be agreed upon in writing before the contract is finalized.

Illustrative Earning Potential

Contract Value	Commission at 20%
$5,000	$1,000
$10,000	$2,000
$15,000	$3,000
$25,000	$5,000
$30,000	$6,000
$50,000	$10,000

These examples are illustrative and do not guarantee earnings. Actual earnings depend on closed business, contract value, applicable commission rates, and client payments.

Commission eligibility, calculation, payment timing, cancellations, refunds, and account ownership will be addressed in the written contractor agreement. Commissions are targeted for payment within 48 hours of the applicable client payment clearing, subject to that agreement.

Your Responsibilities

1. Develop a Qualified Corporate Pipeline

- Research and identify organizations aligned with our services and mission.
- Build relationships with decision-makers in Human Resources, Learning & Development, Talent Development, Women's Leadership, Employee Resource Groups (ERGs), and corporate event planning.
- Identify opportunities within corporations, women's organizations, professional associations, and leadership networks.
- Prioritize prospects based on business needs, purchasing authority, budget potential, and fit.

2. Generate and Develop Opportunities

- Execute personalized outreach through LinkedIn, email, referrals, professional networking, and other appropriate channels.
- Use your professional network and industry knowledge to establish relevant connections.
- Initiate conversations, secure discovery meetings, and maintain consistent follow-up.
- Communicate the business value of our offerings in a way that resonates with organizational decision-makers.

3. Lead the Full Sales Cycle

- Conduct discovery calls to understand client challenges, goals, and desired outcomes.
- Recommend appropriate keynotes, workshops, and professional development programs.
- Prepare and present proposals, address objections, negotiate commercial terms, and secure signed agreements.
- Navigate multiple stakeholders and corporate purchasing processes.
- Coordinate with the founder as needed to support proposals and client requirements.

4. Build Strategic Partnerships

- Develop relationships with organizations committed to women's professional growth and leadership advancement.
- Identify opportunities for recurring workshops, multi-session programs, and expanded engagements.
- Cultivate client relationships that generate repeat business and long-term partnerships.
- Track sales activity, maintain an organized pipeline, and communicate progress against agreed goals.

What We Provide

- **Professional sales assets:** Company overview, workshop descriptions, available marketing materials and training.
- **Founder collaboration:** Direct access to the founder for support with positioning, proposals, and qualified opportunities.
- **Defined service offerings:** A portfolio of corporate keynotes and professional development solutions.
- **Autonomy and flexibility:** Work remotely and manage your prospecting strategy, schedule, and sales pipeline.
- **A purpose-driven mission:** Help organizations invest in confident communicators, stronger leaders, and women's professional advancement.

Who We're Looking For

We're seeking an entrepreneurial, relationship-driven sales professional who can independently create opportunities, engage decision-makers, and convert prospects into paying client using a relationship-based approach.

You understand that successful B2B sales require research, persistence, credibility, and disciplined follow-through. Just as importantly, you are passionate and firmly believe in the value of investing in women's professional growth.

Required Qualifications

- Demonstrated success in B2B sales, business development, consulting, or strategic partnerships.
- Experience prospecting, engaging decision-makers, managing a pipeline, and closing contracts.
- Strong consultative selling, negotiation, and relationship-building skills.
- Excellent written and verbal communication, including professional business outreach.
- Ability to work independently and manage a full sales cycle.
- Familiarity with CRM systems, LinkedIn, and digital prospecting tools.
- Comfort with commission-only compensation and variable income
- A genuine and strong interest in women's professional development, leadership advancement, and workplace empowerment.

Particularly Valuable Experience

- Existing relationships with HR leaders, Learning & Development teams, women's leadership groups, professional associations, or corporate event decision-makers.
- Experience selling corporate training, keynote presentations, leadership programs, or professional services.
- A track record of closing contracts valued at $10,000 or more.
- Experience developing strategic accounts, referral networks, or corporate partnerships.

- An established professional network and the ability to turn warm introductions into qualified opportunities.

We welcome experienced sales professionals from a variety of industries who can demonstrate the skills, relationships, and commitment needed to succeed in this role.

What Success Looks Like

Success means building a consistent pipeline of qualified corporate opportunities, converting prospects into paying clients, and developing relationships that generate repeat business.

We value initiative, integrity, professionalism, accountability, and a genuine commitment to helping women recognize their value, strengthen their voices, and advance professionally.

Where We're Going

Success Redefined is expanding beyond individual mentorship to bring its confidence-building and communication solutions to corporations, women's organizations, professional associations and professional women in sports organizations.

Our vision is to help more women develop the confidence to contribute, lead, communicate, and pursue opportunities on their own terms.

We're looking for a strategic sales partner who can help us expand our organizational reach, build lasting corporate relationships, and turn this vision into sustainable business growth.

Ready to Build Something Meaningful?

If you're an experienced B2B sales professional who thrives on building relationships, closing business, and championing women's professional development, we'd love to hear from you.

Join Success Redefined in helping organizations invest in their people while building a valuable corporate partnership portfolio.