



Success Redefined

Business Development Partner

**Full-Time or Part-Time | Remote | 1099 Independent Contractor | Commission-Based
Corporate & Women in Sports Experience Strongly Preferred**

Build Partnerships. Drive Growth. Create Impact.

Success Redefined is looking for an experienced **Business Development Partner** to lead business development and partnership growth across our corporate and women-in-sports markets.

This is a **remote, commission-based opportunity** for an experienced business development professional who is ready to take ownership of a sales pipeline, build strategic relationships, and generate meaningful revenue. Position can be either part-time or full-time.

We're looking for someone who can **hit the ground running**.

You should already understand relationship-based business development, be comfortable engaging decision-makers, and know how to identify and pursue opportunities without needing extensive day-to-day direction.

Experience in corporate partnerships and/or the women in sports industry is strongly preferred.

About Success Redefined

Success Redefined is a confidence and communication development company founded by **Gail Meriel**, award-winning motivational speaker, international bestselling author, confidence mentor, and project manager.

Our mission is to help women professionals build confidence in public speaking and communication, inside and out, so they can lead with greater visibility, executive presence, and influence.

Through keynote speaking, workshops, leadership development programs and books, we partner with corporations, professional associations, Employee Resource Groups (ERGs), conferences, and leadership organizations.

Learn more at www.gailmeriel.com.

The Opportunity

As a **Business Development Partner**, you will play a key role in expanding Success Redefined's revenue, corporate relationships, and strategic partnerships.

You will own the business development process from **prospecting and relationship development through proposal, negotiation, and close**.

Your primary focus will be:

- Corporate partnerships
- Women in sports partnerships
- Corporate speaking engagements
- Workshops and training programs
- Women's leadership initiatives
- Strategic sponsorships
- Organizational partnerships
- Conferences and events

As the company grows, there will be opportunities to expand into larger corporate and strategic partnerships.

Key Responsibilities

Business Development & Sales

- Develop and execute a business development strategy
- Identify and prioritize qualified prospects
- Build and maintain a strong sales pipeline
- Generate new business through networking, referrals, LinkedIn, email, events, and strategic outreach
- Develop relationships with corporate and sports industry decision-makers
- Conduct discovery meetings and needs assessments
- Present Success Redefined programs and solutions
- Develop proposals and partnership opportunities
- Negotiate and close contracts
- Generate new revenue and recurring business

Corporate Partnership Development

Develop relationships with:

- HR leaders
- Learning & Development teams
- Women's leadership leaders
- Employee Resource Group leaders
- Corporate executives
- Corporate event planners
- Professional associations
- Conference organizers
- Corporate training decision-makers

Women in Sports Business Development

Develop relationships with:

- Sports organizations
- Women's sports organizations
- Sports executives
- Sports sponsors
- Corporate partners
- Sports conferences and events
- Sports business leaders
- Women's sports initiatives

Relationship & Pipeline Management

- Maintain accurate CRM records
- Track prospect activity and follow-up
- Manage proposal and contract activity
- Monitor sales forecasts
- Report on KPIs and pipeline performance
- Develop long-term client and partnership relationships
- Identify opportunities for repeat and expanded business

You Must Be Able to Hit the Ground Running

This is an experienced-level business development opportunity.

We're looking for someone who can quickly understand our mission, offerings, target market, and value proposition—and begin generating activity and opportunities.

You should be comfortable:

- Building your own prospect pipeline
- Identifying decision-makers
- Making cold and warm outreach
- Leveraging professional relationships
- Conducting discovery conversations
- Presenting solutions
- Handling objections
- Negotiating
- Closing business
- Managing your own activity and results

Ideal Candidate

We're looking for an experienced professional who is:

- A proven business development or relationship-based sales professional
- Highly self-motivated and entrepreneurial

- Comfortable working independently
- Confident communicating with executives and decision-makers
- Skilled at consultative selling
- Strong at networking and relationship development
- Organized and disciplined
- Persistent without being pushy
- Comfortable managing a sales pipeline
- Driven by measurable results
- Passionate about women's professional growth and leadership, resonates with struggles faced and can clearly articulate pain points in relationship building discussions
- Able to represent Success Redefined with professionalism and integrity

Required Qualifications

- Demonstrated experience in business development, sales, partnerships, or relationship management
- Strong communication and presentation skills
- Experience managing a sales pipeline
- Ability to conduct discovery and consultative sales conversations
- Strong follow-up and organizational skills
- Ability to work independently in a remote environment
- Professional presence and executive communication skills
- Ability to **hit the ground running**
- Willingness to work in a commission-based compensation model

Preferred Experience

Priority will be given to candidates with experience in corporate partnerships and/or women in sports.

Particularly valuable experience includes:

Corporate

- Corporate partnerships
- B2B sales
- Enterprise sales
- Professional services sales

- Corporate training
- Leadership development
- HR/L&D solutions
- Strategic partnerships
- Sponsorship sales

Sports

- Women's sports
- Sports sponsorship
- Sports partnerships
- Sports business development
- Corporate sports partnerships
- Premium seating sales
- Ticket sales
- Event sponsorship
- Sports marketing
- Sports conferences and events

Candidates who bring experience in **both corporate business development and the sports industry** are especially encouraged to apply.

Compensation

Commission-Based | Uncapped Earning Potential

This is a **1099 independent contractor position** with compensation based on collected revenue from business generated and closed.

Deal Ranges: \$3,000-\$30,000

Commission Structure

12% on collected revenue up to \$15,000/month

15% on collected revenue from 15,001–30,000/month

16% on collected revenue above \$30,000/month

Additional Bonus Opportunities

Additional bonus opportunities may be available for:

- Multi-event contracts
- Annual speaking agreements
- Recurring workshop programs
- Enterprise partnerships
- Multi-department engagements
- Strategic referral partnerships

Commissions are paid on collected revenue. Refunds or cancellations may be adjusted against future commission payments.

Earnings are not guaranteed and depend on individual performance, contracts secured, collected revenue, and applicable commission terms.

What Success Looks Like

In this role, success means building a sustainable pipeline and consistently converting relationships into revenue.

Key performance areas include:

- Qualified opportunities generated
- Discovery meetings completed
- Proposals presented
- Contracts closed
- Revenue generated
- Recurring business secured
- Strategic partnerships developed
- Pipeline growth
- Client relationship development

The goal isn't simply to make sales.

The goal is to build partnerships that create long-term growth for Success Redefined and meaningful opportunities for the women and organizations we serve.

Why Join Success Redefined?

This is an opportunity to take an active role in building the next stage of a growing mission-driven company.

You'll have the opportunity to:

- Work remotely
- Take ownership of business development
- Build a significant professional network
- Develop corporate relationships
- Work within the growing women in sports ecosystem
- Create strategic partnerships
- Earn uncapped commissions
- Develop recurring revenue opportunities
- Work directly with the founder professionally trained by highly regarded and respected Hollywood celebrities
- Help shape business development strategy
- Contribute to women's professional confidence and leadership development