

## JOB POSTING

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**Position:** Enterprise Growth Strategist & Business Development Lead

**Location:** Remote with travel as needed

**Compensation:** Performance-based (high commission + bonuses on closed deals)

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### We're Not Looking for a Sales Rep. We Need a Closer.

RE:INVENTION isn't a typical consulting firm. We don't churn out decks -- we **engineer business transformation**. Our clients are **Fortune 500s, private equity firms, and high-growth enterprises** navigating high-stakes change. We help them execute transformation that **actually delivers measurable ROI**.

We're looking for a **high-level business development partner** -- someone who can **open doors, build relationships with C-level decision-makers, and close seven-figure consulting engagements**. If you've sold **complex, high-ticket consulting services to executives**, this is the role for you.

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### What You'll Do:

- ✓ **Own business development & revenue growth** – You'll identify, engage, and convert top-tier clients who need **high-stakes transformation consulting**.
  - ✓ **Develop & execute a high-impact sales strategy** – You'll craft positioning, target key industries, and refine our outreach approach.
  - ✓ **Build executive relationships** – You'll connect with Fortune 500 & PE-backed decision-makers, guiding them through the buying process.
  - ✓ **Sell transformation, not transactions** – You'll articulate the value of long-term business change, not quick fixes.
  - ✓ **Negotiate & close deals** – You'll lead contract negotiations, secure strategic partnerships, and ensure a high win rate.
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### What You Won't Do:

- ✗ Chase unqualified leads. You'll focus on **high-value opportunities**.
  - ✗ Work with pre-built scripts. **We sell transformation, not templates**.
  - ✗ Wait for marketing to generate leads. **You create the pipeline**.
  - ✗ Sell a commodity. **This is high-ticket, high-value consulting**.
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### Who You Are:

- ✓ **A closer.** You've sold **complex consulting services** or **high-stakes B2B solutions** to Fortune 500s, PE firms, or high-growth enterprises.
- ✓ **A strategic dealmaker.** You know how to navigate **long sales cycles** and position consulting as an **essential investment**.
- ✓ **A credible executive presence.** You speak the language of CEOs, investors, and transformation leaders.
- ✓ **A builder.** You don't wait for inbound leads -- you know how to create **opportunities from scratch**.
- ✓ **Relentless.** You don't back down from big deals -- you **own the process from first contact to contract signature**.

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### What We Expect From You:

- ✓ **Proven success selling complex consulting or strategic services** (\$250K+ engagements)
- ✓ **Experience selling to C-level executives** (Fortune 500, PE firms, or high-growth businesses)
- ✓ **Ability to create and execute a targeted business development plan**
- ✓ **Confidence in a performance-based compensation model** (commission-heavy, high upside)
- ✓ **Exceptional communication, negotiation, and relationship-building skills**

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### How to Apply:

We don't do cookie-cutter job applications. **If you're the right fit, prove it.**

✉ **Send an email to [kirsten@reinventioninc.com](mailto:kirsten@reinventioninc.com) with the subject line: "Your Next Closer – [Your Name]."**

💡 **In your email, answer this:**

*You just got a warm intro to the CEO of a \$1B company. They don't know RE:INVENTION. In 2-3 sentences, how would you get them to take a meeting?*

🔥 If your answer grabs our attention, we'll schedule a call. If it doesn't, you're not the right fit. Simple as that.

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### Final Note:

This isn't just another sales job. **This is an opportunity to be a key player in a firm that transforms industries.** If you want a base salary, an easy lead list, or a cushy ride -- this isn't for you.

But if you want **real upside, real impact, and the chance to close high-stakes transformation deals -- let's talk.**

See other RE:INVENTION job postings at: <http://www.reinventioninc.com/careers>.