Company: Paul Bickford Solutions
Role Title: Sales Closer
Role Type: Contract
Location: Remote
Frequently Asked Questions: https://careers.paulbickfordsolutions.com/sales-closer-faq

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About Us

Paul Bickford Solutions is seeking skilled Sales Closers to join our growing team of performance-based professionals. As a Closer, you'll connect with qualified leads (pre-set by our Appointment Setters) and guide them through a structured sales process, helping corporate executives and professionals take the next step into our high-ticket coaching and consulting programs. This independent contractor role is ideal for individuals with proven sales experience, confidence on consultative calls, and the ability to move prospects from interest to commitment.

Job Overview

Your primary responsibility will be to perform sales presentations on Zoom with clients and collect payment to start the program. This role is perfect for individuals with strong communication skills, persistence, and a proven ability to close deals over Zoom. We have inbound lead sources qualified and pre-screened by an appointment setting sales team who schedules meetings on your behalf.

Responsibilities

- Conduct scheduled sales calls with qualified prospects (appointments set by our Appointment Setters).
- Deliver a consultative sales experience that builds trust and uncovers client needs.
- Confidently present PBS's Career Mastery and Energy Awakening programs.
- Overcome objections with empathy and clarity.
- Consistently follow up with prospects to maximize conversions.
- Maintain accurate records of calls, notes, and deal status in the CRM.
- Hit and exceed daily, weekly, and monthly closing KPIs.
- Collaborate with the sales team to improve conversion rates and overall efficiency.

Qualifications

- Experience in B2B sales, executive coaching sales, or online program enrollment.
- Familiarity with CRM tools (GoHighLevel, Salesforce, or similar).
- Track record of meeting or exceeding quota in commission-driven sales roles.
- Ability to manage pipeline independently and stay organized.
- Bilingual fluency (English/Spanish) is a strong plus.

Requirements

- Prior experience in closing high-ticket sales ($10K+ programs, coaching, consulting, or similar).
- Excellent communication, persuasion, and objection-handling skills.
- Comfort with structured sales frameworks and performance-based roles.
- Self-motivated, disciplined, and capable of thriving in a remote environment.
- Reliable internet, computer with 8GB RAM+, and a quiet workspace.
- Professional presence on video calls (Zoom/Google Meet).

What We Offer

- **Competitive commissions and performance-based incentives**.
- **Per PIF Payouts:** Earn a percentage of each contract paid in full.
- **Bonuses for High Performance:** Additional incentives for exceeding hiring targets.
- **Tiered Commission Structure:** The more contracts you close, the more earnings.
- Flexible remote work environment.
- Opportunity to grow with a rapidly expanding company.
- Ongoing training and professional development.
- A collaborative and supportive team culture.

Ready to Join Our Team?
If you're passionate about helping professionals grow and want to be a part of a business that's making waves in the corporate executive consulting and recruiting industries, we want to hear from you!

TO APPLY: Please email careers@paulbickfordsolutions.com with the following ten requirements:

1. Email Subject: SC_[Your Full Name]
2. Resume in English Attached
3. Voice Introduction Recording (https://vocaroo.com)
4. Full name
5. Personal/Active Email
6. Phone Number / WhatsApp Number
7. LinkedIN Profile Link
8. Internet Connection Speed Test Screenshot
9. Computer Memory Screenshot
(To do this: Search Task manager> Go to Performance Tab> Memory.)
10. Photo of computer/laptop

IMPORTANT ***"EASY APPLY"*** **APPLICATIONS DO NOT SUBSTITUTE THIS REQUIREMENT.**

For commonly asked questions, please [CLICK HERE] to see our FAQ document

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