



Protecting your Dreams, Empowering your Growth

Independent Business Outreach Specialist

Location: Remote

Job Type: Independent Contractor

Job Description

Minted Provisions Inc. is looking for a proactive and ambitious Independent Business Outreach Specialist to join our team. In this role, you will be responsible for identifying and engaging businesses to explore either health insurance or lending solutions, depending on their needs and preferences. As an independent contractor, you'll have the flexibility to work from home and set your own schedule, with a minimum commitment of 10 hours per week.

Key Responsibilities

Outreach and Engagement:

- Identify and reach out to businesses through outbound cold calls and emails to introduce our health insurance solutions or lending options.
- Conduct thorough research on businesses to understand their specific needs and preferences regarding health insurance or financing.
- Engage with business owners, HR managers, and decision-makers to qualify leads and gather relevant information for tailored solutions.

Solution Presentation:

- Educate potential clients on the benefits of our offerings, whether it's ICHRA policies, traditional health insurance, or lending solutions from our trusted partner, National Business Capital.
- Collaborate with internal teams or our lending partner to develop customized proposals and quotes for interested businesses.

Relationship Building and Follow-Up:

- Maintain accurate records of outreach activities, client interactions, and follow-up communications in our CRM system.
- Facilitate the application process and ensure a smooth transition for interested businesses, whether it's for health insurance or lending referrals.



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Performance Targets:

- Meet or exceed monthly targets for lead generation and sales/referrals in either health insurance or lending, depending on business needs.

Qualifications:

- Previous experience in sales or business development is preferred, but not required. Willingness to learn sales skills, handle objections, and prospect is essential.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.
- Ability to work independently and manage time effectively.
- Proactive and results-driven with a strong sense of urgency.
- Comfortable with making cold calls and sending cold emails.
- Detail-oriented with strong organizational skills.
- Must be comfortable working on a commission-only basis.

This role offers an exciting opportunity for individuals who are motivated by uncapped earning potential and enjoy the flexibility of remote work. If you are passionate about sales and business development and ready to take on the challenge of building relationships with businesses, we encourage you to apply.

Minted Provisions Inc. is an equal opportunity employer committed to creating a diverse and inclusive workforce. We welcome applications from all individuals, including those with diverse backgrounds and those with disabilities.