

Business Development Representative (Remote)

Position Description | Independent Contractor (1099)

Position	Business Development Representative (Remote)
Engagement	Independent Contractor (1099)
Location	Remote — United States
Initial Assignment	Capital-focused outbound business development; role may support other TPG capabilities as opportunities emerge.

1. Position Purpose

Develop and deliver qualified business opportunities for The Powers Group (TPG) through professional outbound engagement, qualification, follow-up, and appointment setting. TPG provides prioritized prospect opportunities, company/product context, recommended outreach resources, qualification standards, and operating support. The contractor is responsible for executing the work professionally and producing accepted qualified opportunities.

2. Operating Model

The BDR role is designed to focus the contractor on professional prospect engagement, qualification, and handoff while TPG retains responsibility for downstream solutioning, pricing, provider selection, negotiation, and closing unless separately authorized.

- TPG will provide or make available prioritized prospect leads, initially with a Capital focus, through approved systems such as RingCentral.
- The contractor determines their own work routine and outreach approach within TPG brand, legal, compliance, confidentiality, and representation requirements.
- TPG may provide recommended talk tracks, examples, KPIs, product information, and support. These are resources to improve performance; they do not replace the contractor's professional judgment.
- The contractor is not expected to architect solutions, underwrite transactions, negotiate pricing, master every TPG capability, or close transactions.
- When a prospect identifies a different TPG need, the contractor should capture the requirement and schedule the appropriate TPG follow-up rather than abandon the opportunity.

3. Primary Responsibilities

The contractor is responsible for converting assigned or self-developed prospect activity into well-documented, qualified opportunities that TPG can efficiently advance.

- Work assigned or approved prospect opportunities and conduct professional outbound calls to business decision-makers.
- Establish rapport, identify the prospect's stated requirement, and determine whether there is sufficient interest and fit to advance.
- Apply TPG qualification standards and capture the information required for an accepted handoff.



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- Schedule qualified follow-up directly with the designated TPG lead using the approved calendar process.
- Accurately record prospect disposition, qualification information, follow-up requirements, and material observations in the approved TPG system.
- Maintain appropriate follow-up on assigned prospects until advanced, disqualified, returned for later action, or otherwise dispositioned.
- Surface recurring objections, customer needs, market feedback, competitive observations, and opportunity patterns that can improve TPG targeting, qualification, products, outreach, and market intelligence.
- Identify adjacent TPG opportunities when they arise and route them for follow-up rather than attempting to independently solution the requirement.

4. Qualified Opportunity / Deliverable Standard

The primary deliverable is an accepted qualified opportunity—not call volume alone. A handoff is considered qualified when the prospect has a legitimate business requirement or interest, the required qualification information has been captured with reasonable accuracy, the appropriate decision-maker or authorized contact is engaged, and a follow-up with TPG has been scheduled or otherwise accepted for advancement.

- Initial production standard: at least two accepted qualified opportunities during the first 30 days of active production; thereafter, a minimum of twelve accepted qualified opportunities during each rolling 90-day period.
- Accepted qualified opportunities are the primary production standard; compensation is earned only when eligible business closes and applicable revenue is received by TPG.
- Quality, completeness, customer fit, professionalism, and conversion to productive TPG follow-up matter more than raw activity.
- Call volume, contact rate, appointment rate, show rate, follow-up completion, and other KPIs may be used to diagnose and improve performance, but are not substitutes for accepted qualified opportunities.
- Continued access to TPG opportunities and continued engagement are dependent on production, quality, professionalism, and compliance with TPG requirements.

5. Authority & Representation Boundaries

The contractor represents TPG only within the scope authorized for the BDR role. Unless specifically authorized in writing for a particular matter, the contractor may not:

- Quote, negotiate, alter, or promise pricing, rates, fees, commissions, financing terms, or commercial terms.
- Represent that a prospect is approved for financing, credit, underwriting, or any other provider decision.
- Select or commit a lender, provider, partner, product, or solution on behalf of TPG or the prospect.



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- Bind TPG to any contract, proposal, statement of work, order, commitment, warranty, or obligation.
- Submit applications, release protected information, or act on behalf of a prospect without the required authorization.
- Make representations about TPG capabilities, partners, customers, performance, or outcomes that are not supported by approved TPG materials or guidance.

6. Systems, Equipment & Access

TPG will provide access, as required for the assignment, to approved calling, scheduling, file/reference, lead, and collaboration systems. Initial operations are expected to center on RingCentral, controlled Google Drive resources, calendar scheduling, and TPG-provided prospect data. Company email is not required for the initial calling/appointment-setting model unless later provisioned.

The contractor provides and maintains the equipment and connectivity necessary to perform the services, including:

- Reliable computer capable of accessing TPG-approved web applications.
- Stable high-speed internet connection.
- Professional headset and an appropriate environment for business calls.

TPG-authorized business communications may be recorded, transcribed, reviewed, and analyzed, consistent with applicable law and TPG policy, for documentation, quality assurance, training, coaching, compliance, and improvement of TPG outreach and qualification processes.

7. TPG Resources & Support

TPG will provide the information, systems, reference material, and reasonable support needed for the contractor to represent the company accurately and execute the assigned business-development mission.

- Prioritized prospect opportunities and lead data developed or refined through TPG/PACE processes.
- Current company, product, and capability reference material appropriate to the assignment.
- Recommended outreach language, examples, objection-handling guidance, and performance benchmarks.
- Qualification criteria, intake forms, and handoff requirements.
- Access to TPG personnel for product, qualification, customer, and opportunity questions.
- Role orientation and periodic support as needed to maintain accurate TPG representation and improve outcomes.



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8. Required Qualifications

Successful contractors should already possess the professional maturity and outbound experience necessary to operate with limited day-to-day supervision.

At a minimum, the role requires:

- Prior outbound business development, appointment setting, inside sales, call-center, customer-facing, or comparable professional experience.
- Strong spoken English and professional business communication.
- Comfort engaging business owners, executives, and other decision-makers by phone.
- Sound judgment, emotional intelligence, persistence, and the ability to build rapport without overpromising.
- Ability to learn and accurately represent a broad business-services portfolio without attempting to become the technical or financial expert.
- Reliable self-management, organization, follow-through, and accurate documentation.
- Comfort working independently in a remote, performance-based contractor environment.
- Working proficiency with web-based business systems and shared digital resources.

9. Preferred Experience

The following experience is not mandatory but is particularly relevant to the initial assignment and future expansion of the role:

- B2B appointment setting or outbound business development.
- Commercial finance, business services, technology, workforce, professional services, or other consultative B2B environments.
- Experience working from prioritized lead lists or structured prospecting campaigns.
- Experience scheduling qualified discovery or sales meetings for senior business-development personnel.

10. Compensation

This is a 1099 independent-contractor engagement with performance-based compensation.

- Recurring, residual, renewal, or account-originator compensation is not automatic at initial activation and may be added later for eligible products, accounts, or higher-responsibility roles when expressly authorized in writing.
- Detailed commission rates, residual eligibility, payment timing, attribution requirements, production standards, and other compensation terms are governed exclusively by the applicable contractor agreement and compensation plan.



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11. Growth & Continued Opportunity

TPG intends to expand responsibility and earning opportunity for contractors who consistently produce accepted opportunities, represent the company professionally, and demonstrate the ability to support broader business-development requirements.

Depending on company needs and individual performance, future opportunities may include:

- Additional TPG solution areas and prospect segments.
- Higher-value or more complex accounts and opportunities.
- Expanded business-development, account, regional, or team-support responsibilities.
- Potential conversion to another role or employment structure when mutually appropriate.

12. Independent Contractor Relationship

The contractor is responsible for their own work location, routine, ordinary equipment, taxes, insurance, and other obligations associated with independent contractor status, except for TPG systems or resources specifically provided for authorized work.

Contractors may develop opportunities from TPG-provided and lawful self-developed sources. When representing TPG or using TPG resources, contractors must follow TPG brand, customer, information-security, product, documentation, and compliance requirements. Nothing in this Position Description authorizes the contractor to bind TPG or creates authority beyond the services and access expressly assigned.

Interested? Send your resume and a brief introduction to
careers@powersgroup.io.