



## Business Development Rep Proposal

Thank you for the opportunity to work with you. Even within our simplest, single-employee outsourcing arrangements there is already significant value being built for your company as you reduce costs and introduce more efficient processes, making you more competitive and positioning you for success over the long term.

### What We'll Do

- Turn Key Solution:
  - Your dedicated BDR- Responsible for cold-calling business and booking appointments straight to your calendar to discuss your services
  - Team Leader – Responsible for training and monitoring performance
  - Quality Analyst – Responsible for monitoring process adherence and identifying areas for improvement

After you sign our agreement, our Operations Team will set up a meeting to discuss your requirements. As a result of the meeting, you will receive the following documents:

1. Script
2. Call Handling Policy
3. Quality Audit Form

We will also recruit a candidate for your campaign based on your requirements. Simultaneously, we will purchase and register a phone number with the area code using your office address. Once the Business

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Development Representative is hired, we will do the training and start setting up your campaign.

## **Hiring Process**

1-2 Week Turnaround

### **1st Round (Collaboration)**

Work with the client to build customized job description and utilize Talent Hub to identify the right profile for the client

### **2nd Round (Selection Process)**

Conduct interview to qualify candidate based on client requirement

### **3rd Round (Client Meet & Greet)**

Client meets with shortlisted candidates and finalizes the selection

### **4th Round (Candidate On-Boarding)**

Finalize hire and create a checklist for orientation to client processes. Budget, contracting, and agreements signed.

### **Final Round (Training)**

Conducts 5-day training specific to technical knowledge, script reading, practicing rebuttal statements to prepare the agent to full production.

## **Project Initiation**

- Project Kickoff
- Alignment on the daily tasks, roles and responsibilities, and additional trainings assisted by the client

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- Discussion of Business Development Representative Target Key Performance Indicators.
- Deployment

### **Ongoing Management**

- Weekly Training Provided
- 30 Day Upskill Training (Free Of Charge)
- Weekly Reports On BDR Performance
- Weekly Touch Base With BDR and Client
- Monthly Strategic Call With Management and Client
- Payroll Management

### **Proposal**

- 1 Time Set Up Fee \$1500
- \$2400 Monthly Payroll Fee
- No Long Term Agreement, Month to Month
- Weekly Payroll for BDR
- Weekly Payroll Report for Client
- Monthly Payroll Fee to bill each time escrow value gets under \$100
- **Total Payment Due \$3900**

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