

Simplify, Strengthen, and Grow

YOUR BUSINESS

Business Development
Career Ladder



AVITUS GROUP[®]
Simplify, Strengthen and Grow Your Business

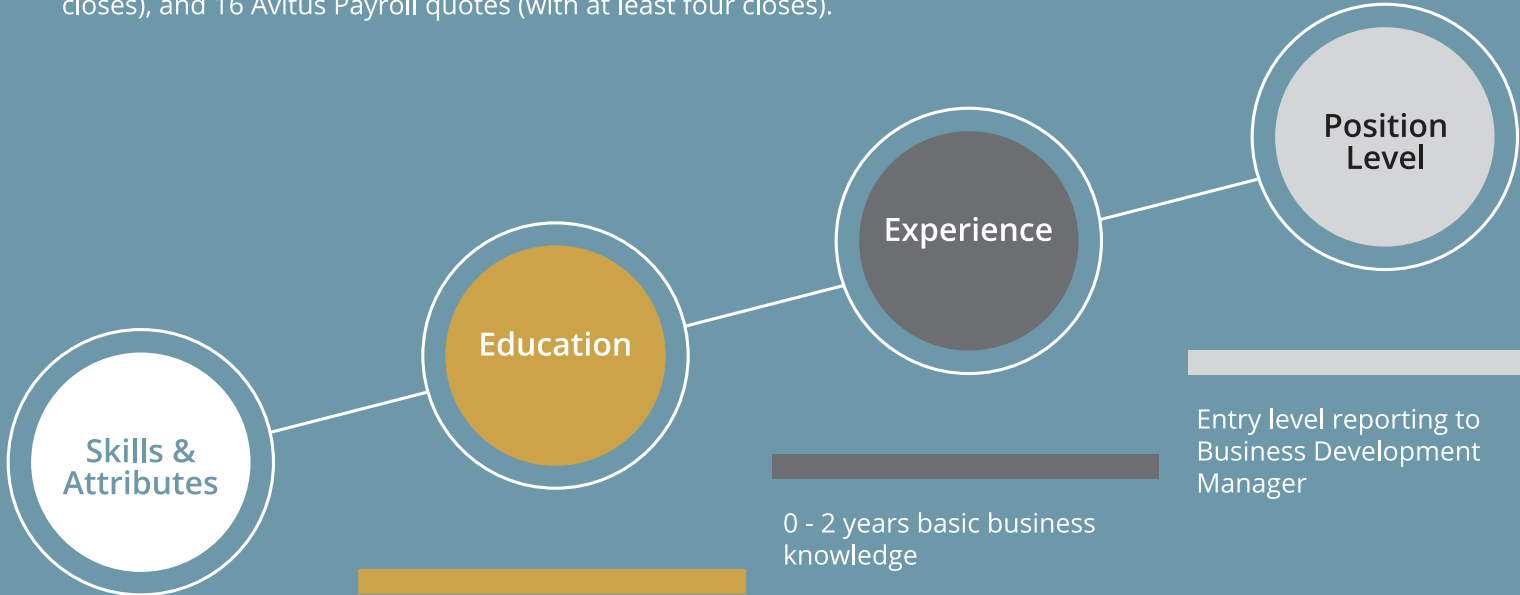
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Brief Job Summary



The Business Development Associate is responsible for searching for prospective new clients in addition to meeting with and building relationships with business owners to inform them of Avitus Group and the business offerings that we provide. Annually and with the assistance of the Business Development Manager, this role is responsible for delivering 12 co-employer proposals (with at least six closes), eight Avitus Business Services proposals (with at least four closes), and 16 Avitus Payroll quotes (with at least four closes).



Must have a healthy ego (not pushy or aggressive); proven resilience; ability to provide innovative ideas; high-level of comfort with being coached; self-motivated; proven dedication to self-improvement



High School Diploma or Equivalent



0 - 2 years basic business knowledge

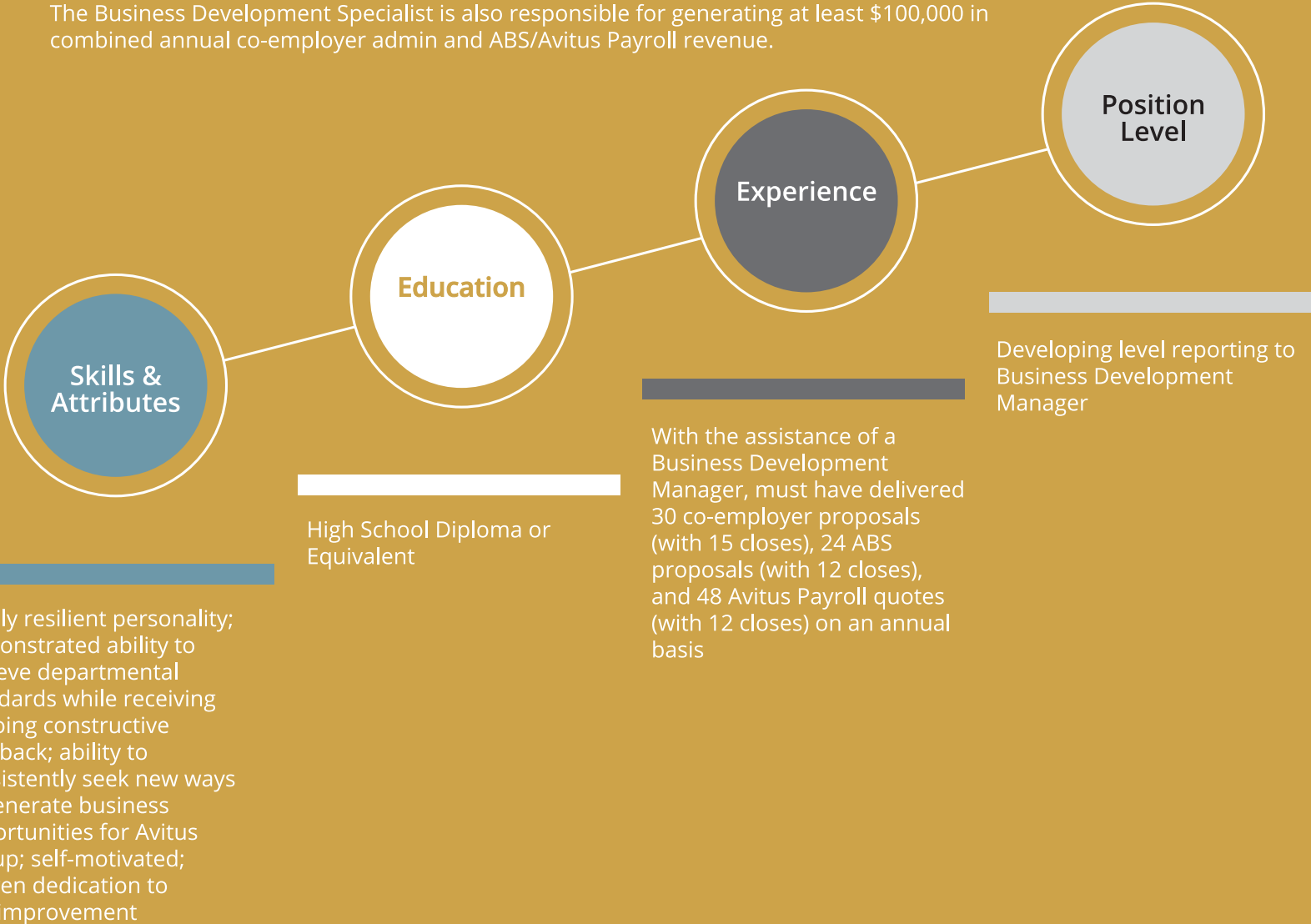


Entry level reporting to Business Development Manager

Brief Job Summary



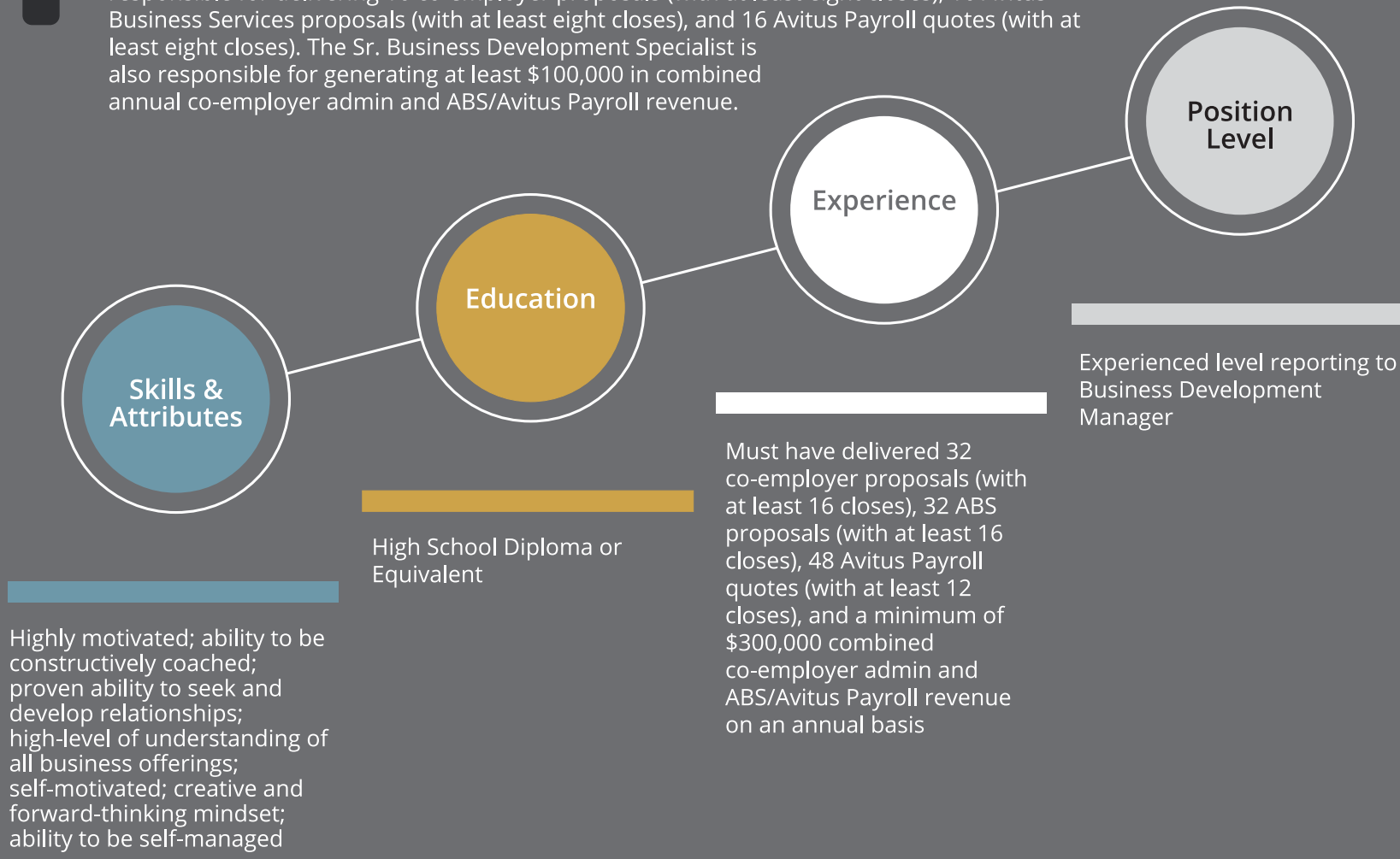
The Business Development Specialist is responsible for searching for prospective new clients in addition to meeting with and building relationships with business owners to inform them of Avitus Group and the business offerings that we provide. Annually, this role is responsible for delivering 16 co-employer proposals (with at least eight closes), 16 Avitus Business Services proposals (with at least eight closes), and 16 Avitus Payroll quotes (with at least eight closes). The Business Development Specialist is also responsible for generating at least \$100,000 in combined annual co-employer admin and ABS/Avitus Payroll revenue.



Brief Job Summary



The Sr. Business Development Specialist is responsible for searching for prospective new clients in addition to meeting with and building relationships with business owners to inform them of Avitus Group and the business offerings that we provide. Annually, this role is responsible for delivering 16 co-employer proposals (with at least eight closes), 16 Avitus Business Services proposals (with at least eight closes), and 16 Avitus Payroll quotes (with at least eight closes). The Sr. Business Development Specialist is also responsible for generating at least \$100,000 in combined annual co-employer admin and ABS/Avitus Payroll revenue.



Brief Job Summary



The Business Development Manager is responsible for leading and directing a team of individuals who will seek and meet with prospective business owners to inform them of Avitus Group's business offerings. This role is responsible for the development and maintaining of a team while ensuring business goals are effectively achieved. Additionally, the Business Development Manager will be responsible for producing business as an individual.

