



Compensation Guide

Business Development Representative

Business Development Representatives help companies seeking to boost their growth and sales by conducting market research, developing business strategies, building client relationships, and identifying new business opportunities.

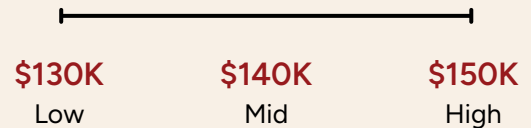
They strive to attract new clients and build solid relationships while maintaining existing relationships.

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Business Development Representative?

- A tenacious, **results-oriented hunter** who excels in building a book of business.
- Proficiency in CRM software.
- Excellent communication, negotiation, and presentation skills.