

**Job Description:** Field Development Director

**Status:** Independent Contractor/Commission Sales

**Based in:** Memphis, TN

**Summary:**

Jobs for Life's Field Development Director promotes and sells Jobs for Life's products and services through direct customer contacts within the assigned geographic territory. In addition, this individual is responsible for servicing the sales territory, ensuring customer satisfaction and retention. The contract responsibilities and quotas for this position are established by JfL's CEO and may be changed from time to time by mutual written consent.

**Job Description:**

The Field Development Director identifies, meets with, and secures Job for Life training sites and Business Partners in the defined geographic region. Along with generating own leads, the Field Development Director receives qualified leads from Jobs for Life that are generated through seminars, meetings, conferences, etc. The Field Development Director continues to build relationships with JfL sites and Business Partners to strengthen and support JfL's impact.

Responsibilities include:

- Work with JfL's CEO to achieve agreed upon development goals
- Network churches, community leaders, and business leaders and qualify prospects for Jobs for Life's products and services
- Secure appointments with decision makers (Pastors/Presidents/CEOs) in order to present Jobs for Life features and benefits
- Conduct a highly professional sales presentation of the value and benefit of Jobs for Life with the goal of securing a Jobs for Life site or Jobs for Life Business Partner
- Build ongoing relationships with customers and grow JfL's impact in region.

**Requirements:**

- Experienced salesperson
- Able to assimilate, embrace, and develop a passion for the Jobs for Life mission
- Excellent written and oral communication skills
- Good administrative skills
- Pleasant personality
- Team oriented
- Results focused
- Self-starter
- Commitment to follow-through
- Able to work independently

Send resume and/or inquiries to: David Spickard, President/CEO, [dspickard@jobsforlife.com](mailto:dspickard@jobsforlife.com)

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