



Job Posting for Independent Contractor:  
**Business Development Representative**



## Business Development Representative

**Position** Independent Contractor – Business Development Representative

**Commitment** 5–10 hours per week, with potential for increased hours based on performance

**Compensation** \$25 USD/hour + bonuses and commissions based on results

**About Hiro Studio** Welcome to Hiro Studio, where collaboration reaches new heights and learning becomes a rewarding adventure. We transform remote teamwork into engaging, inclusive, and productive experiences by leveraging cutting-edge tools like Miro to craft dynamic workspaces that ignite inspiration, foster engagement, and propel growth.

At Hiro Studio, we empower organizations to unleash creativity, enhance collaboration, and deliver impactful workshops that redefine success. Our innovative approach to remote collaboration turns every session into a journey of boundless possibilities. Join us as we shape the future of teamwork and learning driven by creativity, connection, and growth.

## Responsibilities

As a Business Development Representative, you will:

- **Research and identify** potential clients and business opportunities.
- **Attend local and remote events** to connect with prospects, identify potential clients, and explore business opportunities.
- **Reach out to prospects** via email, social media, and phone to introduce Hiro Studio's services.
- **Build and nurture relationships** to convert leads into paid projects.
- **Identify and engage** with strategic partners to explore collaboration opportunities that align with Hiro Studio's mission.
- **Leverage social selling strategies**, including LinkedIn outreach and engagement, to build relationships with key decision-makers.
- **Provide weekly updates** and maintain accurate records in our CRM system.

## Compensation Structure

Hourly Rate:

\$25 USD/hour as a baseline rate for weekly work.

Bonuses and Commissions:

- **Lead Conversion Bonus:** \$50 USD per converted lead (upon client contract signing).
- **Project Commissions** (based on revenue collected):
  - \$3,000–\$5,000 USD projects: 5%
  - \$5,001–\$10,000 USD projects: 7%
  - \$10,001–\$20,000 USD projects: 8%
  - \$20,001–\$50,000 USD projects: 10%
- **Quarterly Revenue Bonuses:** \$500 USD for achieving \$20,000 USD in collected revenue, with an additional 5% commission on revenue above \$30,000 USD per quarter.

## What We're Looking For

- Proven experience in business development, sales, or related roles.
- Exceptional interpersonal and communication skills.
- Self-motivated, organized, and results-oriented.
- Familiarity with remote collaboration tools (experience with Miro is a bonus!).
- Ability to work as an independent contractor and comply with relevant tax regulations.

### Why Join Hiro Studio?

At Hiro Studio, we're more than just a company—we're a team that genuinely cares about the work we do and the impact it has. Our culture is rooted in creativity, inclusivity, and adaptability. We take our work seriously, but not ourselves, striking a balance between being laid-back and professional.

Here's what you can expect:

- **Flexibility:** Work remotely with a schedule that suits your lifestyle.
- **Growth:** Enjoy opportunities to expand your role and contribute to a growing company.
- **Rewarding Work:** Be part of a team redefining how people collaborate and create together.
- **Supportive Environment:** Join a group that celebrates individuality, fosters creativity, and values the relationships we build.

Join us if you're looking for meaningful work in a supportive, approachable environment where ideas thrive, gratitude flows, and success is measured by more than just numbers.

### How to Apply

Send your resume (with references), and a brief cover letter to [info@hirostudio.co](mailto:info@hirostudio.co). In your cover letter, tell us about your experience with business development and why you're excited about Hiro Studio's mission.