

Northeast Ohio Membership Sales Representative – Ohio Small Business Council (1099 Contractor)

Position Summary

The Ohio Chamber of Commerce is seeking a highly motivated **Northeast Ohio Membership Sales Representative** to help grow the Ohio Small Business Council, the statewide voice for small businesses.

The Membership Sales Representative will be responsible for developing and managing an assigned territory across Northeast Ohio, identifying prospective members, conducting daily sales outreach, and building meaningful relationships with small-business owners and decision-makers. This position will play a critical role in expanding the Council's membership base and strengthening the Ohio Chamber's presence throughout the region.

This role is ideal for an entrepreneurial, self-motivated individual who thrives in a fast-paced, metrics-driven sales environment, enjoys meeting business owners, and wants the flexibility and earning potential that comes with an independent contractor structure.

Key Responsibilities

- Develop and manage a designated Northeast Ohio sales territory.
- Prospect for new members through calls, emails, networking, referrals, and in-person outreach.
- Conduct consistent daily sales activity and maintain a healthy membership pipeline.
- Hold a minimum of 10 qualified prospect conversations per day.
- Schedule and conduct meetings with business owners and key decision-makers.
- Sell Ohio Small Business Council memberships and clearly communicate the value of membership.
- Identify and develop relationships with small businesses, entrepreneurs, and community business leaders.
- Research prospects and develop strategic approaches to converting qualified businesses into members.
- Attend networking events, Chamber events, community functions, and other business gatherings to generate leads and promote membership.

- Maintain accurate records of prospects, conversations, opportunities, and membership activity.
- Manage follow-up activity and move prospects through the sales process from initial contact through membership enrollment.
- Complete weekly sales and activity reporting and remain aligned with Chamber administrative processes.
- Participate in ongoing sales coaching, training, and monthly performance check-ins.
- Represent the Ohio Chamber of Commerce and Ohio Small Business Council professionally throughout Northeast Ohio.

What You'll Promote

Membership representatives will promote the value and benefits of the Ohio Small Business Council, including:

- Ohio Chamber advocacy and its impact on small-business policy.
- A strong statewide voice for Ohio's small-business community.
- Cost-saving programs in healthcare, HR, and workers' compensation.
- High-value networking and relationship-building opportunities.
- Statewide visibility and exclusive programming through the Ohio Small Business Council.
- Access to Ohio's most influential pro-business organization and its resources.
- Opportunities for small businesses to engage with policymakers, business leaders, and other members throughout Ohio.

Compensation

This is a **1099 independent contractor, commission-based sales position** with a strong commission structure and significant earning potential for high performers.

- Compensation is based primarily on successful membership sales.
- Basic business-related expense reimbursements may be available in accordance with Ohio Chamber policies.

- Contractors are responsible for their own taxes and other obligations associated with independent contractor status.
- Full training, onboarding, sales materials, and administrative support are provided.
- Ongoing coaching and support from the Chamber's External Relations and Sales leadership.

Performance Expectations

Successful representatives will be expected to:

- Maintain consistent daily prospecting and sales activity.
- Meet established weekly and monthly membership sales goals.
- Maintain an active and organized sales pipeline.
- Consistently generate qualified prospect conversations and new business opportunities.
- Demonstrate strong follow-through from initial prospect contact through membership enrollment.
- Maintain accurate and timely sales reporting.
- Uphold professionalism and alignment with the Ohio Chamber of Commerce's mission and values.
- Demonstrate accountability, organization, and a results-oriented approach.

Ideal Candidate

The ideal candidate is:

- A clear, confident communicator with a strong professional and external presence.
- Highly self-motivated and comfortable working independently.
- Entrepreneurial and motivated by performance-based compensation.
- Comfortable making cold calls, prospecting, asking for the sale, and developing new business.
- Experienced in B2B sales, field sales, membership sales, fundraising, business development, or economic/community development.
- Organized, goal-driven, persistent, and accountable.

- Comfortable traveling throughout Northeast Ohio to meet with prospective and existing members.
- Well-connected within the Northeast Ohio business community, or capable of quickly developing a strong professional network.
- Passionate about supporting small businesses and strengthening Ohio's economy.

How to Apply

Resumes and cover letters can be emailed to Ethan Schaffer, Senior Director of External Relations and Development, at eschaffer@ohiochamber.com.