

Dale Carnegie B2B Sales Consultant (Independent 1099)

Territories Available:

- **East Cleveland, OH**
 - **Akron / Canton, OH**
 - **South Pittsburgh, PA** (Bridgeville → Washington)
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About Dale Carnegie

For more than 100 years, Dale Carnegie has helped individuals and organizations unlock performance, build confidence, strengthen leadership, and create real behavioral change. With courses delivered in 35 languages and 80 countries, our methodology has transformed thousands of companies and millions of careers.

We are expanding our reach in NE Ohio and South Pittsburgh and are seeking entrepreneurial, relationship-driven **Consultative B2B Sales Professionals** to join our local team.

Position Summary

This is not a typical employee sales job — it's an **independent (1099), full-time, consultative B2B sales role** with **unlimited earning potential**.

As a Dale Carnegie B2B Sales Consultant, you will build your own book of business within your assigned territory. You will connect with business owners, executives, and HR/L&D leaders to diagnose people-development needs and recommend world-class Dale Carnegie training solutions.

If you value autonomy, meaningful client work, and the opportunity to build a long-term portfolio of loyal business clients, this role offers tremendous upside.

If you need a guaranteed salary or part-time flexibility, this is not the right fit.

What You'll Do

- Hunt for new business through networking, outreach, in-person cold calling, and virtual prospecting
- Build trust-based relationships with executives, HR leaders, and business owners
- Conduct discovery meetings to identify people-development and performance needs
- Recommend customized Dale Carnegie solutions with confidence and credibility
- Manage the entire sales cycle: prospect → qualify → meet → propose → close

- Nurture and grow existing accounts for repeat and referral business
 - Sell both in-person and virtual training solutions
 - Maintain pipeline and activities in Salesforce CRM daily
 - Represent the Dale Carnegie brand at client meetings, events, and community engagements
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Who Thrives in This Role

You will love this opportunity if you:

- Excel in consultative, relationship-first B2B sales
 - Enjoy being face-to-face with clients in your territory
 - Are energized by conversations with executives and decision makers
 - Have strong business acumen and curiosity about organizational development
 - Communicate with clarity, confidence, and empathy
 - Are self-directed, organized, and disciplined in managing your activity
 - Want to control your income and your schedule
 - Are driven to help companies grow by developing their people
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Requirements

- Bachelor's degree OR equivalent professional experience
- **Must be an engaging people person** – with the ability to start and carry conversations in person
- Demonstrated ability to build rapport quickly and lead consultative conversations
- Strong written and verbal communication skills
- Comfortable with scheduling and facilitating online meetings via Zoom or Teams
- Comfortable with Microsoft Office and Salesforce CRM (Daily Use)
- Reliable transportation and ability to be onsite with clients as necessary
- Must live in the assigned territory and know the local business market – while this position is remote, not all meetings and events are remote
- Human Resources to L&D Experience is helpful and not required

What You Gain

- A respected global brand behind you
- Access to Dale Carnegie Training courses (for your own development)
- Proven curriculum and marketing resources
- Autonomy to control your schedule and build your business
- A collaborative, supportive team invested in your success
- A meaningful role impacting people, teams, and organizations

Compensation

This is a **100% commission**, independent contractor (1099) role.

- **20% commission on all revenue sold**
- **Uncapped earning potential**
- **Established consultants routinely earn beyond traditional base + commission roles**

This opportunity is ideal for someone who believes in themselves, thrives in consultative B2B sales, and wants unlimited upside.

How to Apply

Send your resume and cover letter to:

Jon Coen at jon.coen@dalecarnegie.com
