https://www.lumecg.com/job-listings/commission-only-business-development-executive/

Commission-Only Business Development Executive

Hiring organization
Lume Consulting Group

Employment Type
Contractor

Date posted

Description
🌎 Remote | High Commission | Unlimited Earning Potential | Targeting Private Sector

Lume Consulting Group is expanding its recruiting and staffing division and is seeking a high-performing commission-only sales closer to drive aggressive client acquisition.

This role is for a proven hunter who thrives on closing deals and building revenue streams from scratch.

About Lume Consulting Group

Lume Consulting Group is a technology and workforce solutions firm delivering IT modernization, AI-driven solutions, systems integration, and enterprise staffing services.

We **currently work with government agencies** delivering mission-critical technology programs and staffing support, and we are now **strategically expanding into the private sector** to grow our commercial client base nationwide.

Our focus is long-term partnerships, high-impact delivery, and trusted execution across both public and private organizations.

🌎 Learn more: lumecg.com

What You'll Do

- Prospect and engage HR leaders, Talent Acquisition teams, and procurement departments
- Pitch and position Lume's recruiting & staffing services
- Negotiate and close Master Service Agreements (MSAs)
- Secure long-term staffing partnerships
- Drive net-new revenue growth

What You Must Have

- Proven staffing sales experience
- Demonstrated ability to close recruiting contracts
- Experience selling to HR departments
- Hunter mentality (not account management)
- Comfortable working commission-only
- Self-directed and entrepreneurial

Compensation

- Commission-only
- Aggressive commission structure (10%–25% of gross margin depending on structure)
- Residual commission potential on repeat placements
- No earning cap

High performers can earn six figures+ annually.

Ideal Background

- Former TekSystems, Insight Global, Robert Half, Aerotek, etc.
- Boutique IT staffing sales background
- Government contract staffing experience a plus
- Existing HR network is highly valuable