

Enrollment & Prospecting Specialist (Bloomington Opera Camp™) Independent Contractor (100% Commission) | Fully Remote | Weekly Pay

Are you a hunter who can both close deals *and* dig up new opportunities?

The Performing Arts Laboratory (PAL) is looking for driven, sales-minded professionals to join our team. We have a flagship product—the prestigious Bloomington Opera Camp™—and an initial pool of leads. But we need more than order-takers. We need **prospectors**.

This is a 100% commission-based, 3-month entry-level role for self-starters who understand that a full pipeline is the only path to uncapped income. You will be responsible for two things: **1) Closing the warm leads we provide, and 2) Finding your own.**

If you want a role where leads are handed to you and you just have to show up, this is not the fit. If you are a resourceful sales professional who enjoys the thrill of the hunt—both closing deals and building your own territory—keep reading.

LIMITED POSITIONS AVAILABLE – APPLY TODAY

Why This Role is Different: You Build Your Own Pipeline

We provide the training, the product, marketing materials, and the initial contacts. But top earners in this role don't wait for the company to feed them. They use their creativity and grit to identify new communities—schools, homeschool networks, music teacher associations, church choirs, and cultural groups—and bring them into the fold. Your earning potential is directly tied to your ability to generate interest, not just convert it.

The Earning Potential (Uncapped)

- **Base Commission:** 7% per confirmed registration (**Approximately \$148–\$405 per sale**)
- **Tiered Accelerators:**
 - **10 sales/month:** Rate increases to **8%** (Approximately **\$1,702–\$4,633** monthly)
 - **15 sales/month:** Rate increases to **10%** (Approximately **\$3,192–\$8,687** monthly)
 - **20 sales/month:** Rate increases to **12%** (Approximately **\$5,107–\$13,898** monthly)
 - **30 sales/month:** Rate increases to **14%** (Approximately **\$8,938–\$24,322** monthly)
- **First-Month Incentives:**
 - \$50 bonus on your first sale.
 - Guaranteed 10% commission on all sales in month one (effectively skipping the 7% tier for your first 30 days).
- **Weekly Commission Payments:** Commissions are paid every Friday for all confirmed enrollments completed at least five full business days prior.

Your Core Objectives: Hunt & Close

1. Lead Prospecting & Territory Development (The Hunt)

- Identify and research potential new sources of enrollments: music teachers, school administrators, community center directors, homeschool groups, and regional arts organizations.
- Conduct outreach to cold contacts to introduce the Bloomington Opera Camp™ and generate new interest.
- Build and maintain your own prospect list. The leads provided by PAL are a starting point, not a crutch.
- Aim to add **20-30 new qualified prospects** to your pipeline each week through your own research and outreach.

2. Lead Conversion & Closing (The Close)

- Work the pipeline of warm leads provided by PAL *and* the prospects you have generated yourself.

- Execute high-volume outreach: Approximately **30 introductory calls** and **30 introductory emails** per week across both lead sources.
- Manage persistent follow-up: Approximately **60 follow-up calls** and **60 follow-up emails** per week.
- Overcome objections, qualify prospects, and secure registrations.

3. Sales Activity Tracking

- Maintain a clean, organized tracker of your pipeline—distinguishing between PAL-provided leads and self-sourced prospects.
- Participate in a brief **daily sales huddle** (check-in) and a **weekly results review** every Friday.
- Expected time commitment: **25–35 hours per week** of pure sales activity. Top earners (30+ deals/month) should expect to invest more time.

What We Provide Our Sales Team:

- **Training:** 4-hour self-paced product training + 1-hour live virtual training session.
- **Systems:** 30-minute CRM/tracker orientation.
- **Sales Tools:** Proven email templates, call scripts, objection-handling guides, and marketing collateral.
- **Starter Leads:** A curated database of hot, warm, and semi-warm contacts to get you started.

The Ideal Candidate (The Prospector Profile):

- **Hunter Mentality:** You are self-motivated and target-driven. You don't wait for things to happen; you make them happen. You enjoy the research phase as much as the closing phase.
- **Resourceful:** You know how to use Google, LinkedIn, and community Facebook pages to find decision-makers. You can turn a cold email into a warm conversation.
- **Resilience:** You understand that "no" is just a step toward "yes." You can handle rejection and move to the next call without missing a beat.
- **High-Volume Experience:** You have a background in phone sales, telemarketing, retail sales, or business development. You are comfortable making 50+ calls a day.
- **Process-Oriented:** You are organized. You track your outreach meticulously because you know that success is in the follow-up.
- **Bonus - Arts Knowledge:** A genuine interest in performing arts is a plus—it makes the conversation easier—but it is not a substitute for sales ability and hustle.

How to Apply:

If you are a sales professional who loves the hunt as much as the close, we want to hear from you.

Submit your résumé and a short cover letter to solutions@performingartslab.com answering the following:

1. Where did you learn about this sales position?
2. Describe your experience with **prospecting**. Have you ever had to build your own client list or find your own leads? How did you approach it?
3. What is your sales background? Briefly describe your experience with phone sales or high-volume outreach.
4. Why are you interested in a 100% commission-based role at this time?
5. Looking at the commission structure, what is your monthly income goal, and how many enrollments do you plan to close to achieve it?

Selected candidates will complete a brief sales assessment and a one-on-one interview.

Performing Arts Laboratory

Your PAL in Pioneering Sustainable Excellence in Opera, Orchestra, and Ballet

