



At Capital Gurus, we're not just a top capital solutions provider; we're a team of driven individuals who are passionate about helping businesses succeed. Since we launched in 2023, we've been earning the trust of businesses across various industries. But for us, success isn't just about financial results—it's about creating a dynamic environment where every team member can grow, learn, and thrive.

Position Overview:

As an Entry-Level Business Development Representative at Capital Gurus, you'll be on the front lines, learning the ins and outs of the sales process while building strong relationships with our clients. You'll dive into understanding their business needs and work alongside our experienced team to craft solutions that make an impact. If you have a hustle mentality and are eager to grow, this is the place for you.

Key Responsibilities:

- Reach out to potential clients via phone to introduce our lending solutions and make a strong first impression.
- Learn how to identify and qualify potential clients by understanding their business needs and financial situation.
- Educate clients on our lending options, including the terms, rates, and repayment plans available.
- Use CRM tools to manage client interactions and track your progress as you develop your sales skills.
- Always be on the lookout for new opportunities to grow our business and make a difference for our clients.

Qualifications:

- A strong desire to learn and grow in the sales field—no prior experience necessary.
- A hustle mentality with the drive to achieve and exceed goals.
- A positive, can-do attitude, ready to take on challenges and turn them into opportunities.



- Great communication skills, with a knack for building rapport with clients.
- A team-oriented mindset, eager to collaborate and contribute to shared success.

Benefits:

- Competitive salary with performance-based bonuses.
- Health, dental, and vision insurance.
- 401k
- Paid time off (PTO) including 10 vacation days and 5 sick days annually.
- Career growth opportunities within a fast-growing company.

How to Apply:

If you're excited about helping us grow our team and have a passion for sales, we want to hear from you! Please send your resume and a brief cover letter to cchezem@capitalgurus.com

Join Capital Gurus and play a key role in our success as we continue to expand and innovate in the B2B lending space!