

Join Us Remotely!

Or in the office, up to you.



“I am ready to face any challenge that might be foolish enough to face me.”

– Dwight Schrute on Failure to Fail

Sales is competitive. There’s no doubt about that, but at BizLibrary, you’ll get to the point of Assistant to the Regional Manager Dwight Schrute – ready to face any challenge while being equipped with the skills to do so.



We start out looking for employees that are **relentless** and **real** like Jordan Belfort of Wolf of Wall Street and **resilient** and **curious** like Chris Gardner in Pursuit of Happyness. In sales, you can be a top performer and lose more than you win – and you can’t let failure dictate how the next call goes.



That’s why one of our core values is The Freedom to Fail. You can try something, such as a catchy intro or conversation starter, and if it doesn’t work, you continue to try new solutions.

Your first week on the job, you’re welcomed with a robust onboarding program to familiarize you with the company, the departments, and our core values. Add that on to the sales-specific onboarding, and you’re set up for success from the start.

“I feel God in this Chili’s tonight.”

– Pam Beesly

Four times a year, we get together to reflect and report on the previous quarter, train as a team and recognize top performers. Those top performers make our Dean’s List (which is clever because our CEO’s name is Dean!) This is where the party starts – a true bacchanalia of food and drink. We believe getting together socially every quarter is important for our team identity and spirit!

“So you’ve come to the master for guidance? Is this what you’re saying, grasshopper?”

– Michael Scott



Our mantra:

How we win is as important as winning.

Your day is going to be a healthy mix of working engagements, pipeline generation, and ongoing education and training. As part of Einstein (our aptly named program for sales curriculum), you’ll get ongoing development on our solutions, industry knowledge, and sales expertise.

An average day starts with the whole team together. You’ll meet and talk about a daily sales idea and someone will share a motivational thought. You’ll shoot the... you know what... and start the day on a positive note.

The #1 asset that sets BizLibrary apart:

GREAT SALES COACHING

You’re given all the tools you need to succeed and shown how to use them. Other team members are willing to help, coach, and be there for emotional support. You’ll pick personal goals and strive to meet them with the help of your peers.

BizLibrary is a great place to learn the craft of selling. Our training and leadership are second to none. We strive to impart skills and knowledge starting with onboarding and through every employee’s journey with the company.

Think of it like this: Content is art. The best salespeople are curators and great storytellers. They make our art come alive.

“I actually look forward to performance reviews.”

– Angela Martin

Here’s what some employees have said about the team.

Like Daft Punk said, the sales team makes organizations “better, faster, stronger.”



“In 10 years...I’m gonna be able to say I built that and made that what it is today.”

“I’m getting stronger with the skills I didn’t know I had and finding where my strengths are.”

“Extremely collaborative!”

“Unique skillsets are encouraged.”

“The people that you work with are, when you get down to it, your very best friends.”

– Michael Scott



The Benefits



Traditional

Medical
Dental
Life
Disability
(short and long term)
401(k) match



Additional

Flex Spending Account (FSA)
Dependent Care (FSA)
Baby Bonus
Employee Referral Bonus



Work/Life Balance

2 weeks PTO first year
3 weeks PTO after first
Maternity Leave
Paternity Leave
10 Paid Holidays
1 Floating Holiday
Veterans Day PTO for Vets
and Military Spouses



The Intangibles

Geoflexible Office
Standing Desks
Annual Awards Banquet
Casual Dress
Leadership Development
Mentorship from Coworkers
Tues & Wed Free
In-Office Lunch
Quarterly Events
(Remote staff flown
to St. Louis)

Oh! And we didn't even touch on
our mission to change the world!

We're BizLibrary and we believe the world is better when we invest in each other. We aim to elevate individuals' skills, to create better places to work, and a more compassionate and competent future. We create experiences that are engaging, impactful, and accessible. We just happen sell training content, too.

So, what are you waiting for?

[See our open positions](#)