FAMILY OF COMPANIES

C4K · ETL · OST · AGZ · GFI · IAB · URX · RVG

OPPORTUNITY · ELITE EXECUTIVES · ENTERPRISE-WIDE LEADERSHIP

Notable Negotiator

The deal-maker across our family of organizations · creates opportunities through relationship building, partnership development, and strategic agreements.

You have stepped into one of the most dynamic positions within our Parlayed Parties — and right now, that means exploring whether your gift for creating opportunity through strategic conversation belongs as Notable Negotiator. We are glad you are here. Welcome aboard. This role lives at the intersection of relationship and outcome. Every conversation you have moves something forward · a partnership formed, a strategic agreement signed, a path opened that did not exist before. Your impact compounds.

GREAT in Action

Every position within our family of companies is anchored in GREAT — the framework that keeps everyone aligned, purposeful, and accountable.

G	**Goals**	Create new opportunities and strategic agreements that expand the organization's reach, revenue, and capability.
R	**Role**	Engage prospective partners and clients across the full range of products and services. Conduct sales conversations and presentations. Close strategic deals.
E	**Expectations**	Strategic thinking. Confidence balanced with humility. Sound judgment about what to negotiate and when to walk away.
A	**Accountability**	Own the deals from first conversation through signed agreement. Document carefully. Hand off cleanly to delivery teams.
T	**Timelines**	Active conversations measured in weeks. Major partnerships and contracts may take 3-9 months from first conversation to close.

What You Will Actually Do

The Notable Negotiator brings purposeful action to the rhythms of the role. Here is what those rhythms look like:

Daily Duties

- Engage clients across all available products and services.
- Conduct sales presentations and close deals.
- Document transactions, client interactions, and follow -ups.

Weekly Goals

- Meet or exceed sales quotas across the full product range.
- Identify high -potential clients and prioritize outreach.
- Provide insights on successful strategies and opportunities for improvement.

Collaboration & Coordination

- Work with marketing, product, and operations teams to align offers and
- promotions.
- Provide insights on customer feedback and market trends.
- Support team efforts to refine sales strategies and improve performance.

Tracking & Reporting

- Maintain records of sales, negotiations, and client feedback.
- Report weekly progress on revenue targets, closed deals, and pipeline status.
- Highlight standout successes and potential growth areas.

What We Are Looking For

- Strong sales, negotiation, and persuasion skills.
- Excellent listener · you understand what the other party actually needs.
- Strategic patience and persistence.
- Sharp judgment of timing, terms, and risk.
- Polished written and verbal communication.
- Track record of closing meaningful agreements.

WIIFM · What is in it for You

Open doors that were closed.

Every agreement you close is a door opened · for the organization, the partner, and often the broader community. You see your work translate directly into revenue, reach, and possibility. Few roles offer this kind of immediate, visible impact.

Engagement at a Glance

Type	Contractor · base + commission
Reports to	Enterprise-wide leadership
Time Commitment	Flexible · typically 20-40 hours per week
Location	Hybrid · significant in-person time for major negotiations
Compensation	Base retainer + commission on closed deals
Growth Pathway	Notable Negotiator → Chief Business Development Officer → Operational Officer

Next Steps · The Pillared Pattern System

Every position in our family of organizations follows the same clear, consistent pathway. Here is what comes next if you decide to take the next step:

Pipeline Pirouette	Paperless paperwork to capture your basic information. Already complete if you submit through the form on this page.
Ontime Onboarding	An orientation to our rules, norms, and regulations. Delivered online at a time that works for you.
Initial Induction	The exact tools, systems, and starting tasks you need to thrive in this specific position.

We are honored you are here. Let us build something remarkable together.

Take the Next Step

READY TO EXPLORE THIS OPPORTUNITY?

Tell us about yourself using the form below. We will respond personally within 3 business days.