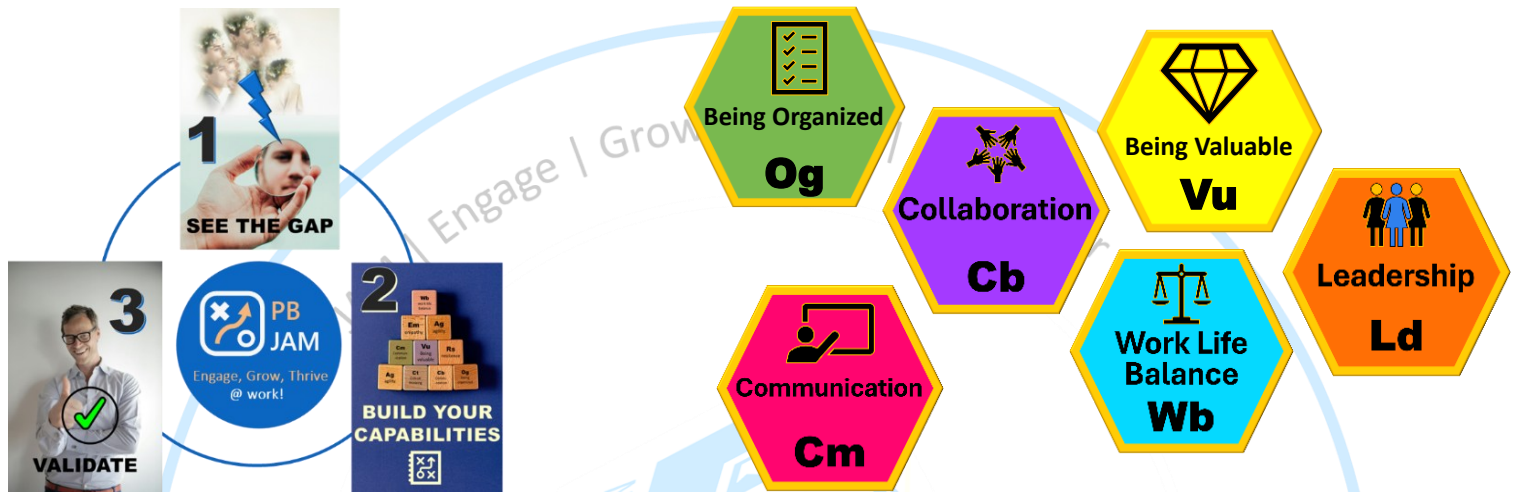




PB JAM Sales Partner Engagement Description

What is PB JAM?



PB JAM is a science-based professional development platform built around a simple but powerful idea: the fastest way to grow professionally is to see yourself clearly, build the right capabilities deliberately, and have the people around you confirm that the change is real.

We call this **See • Build • Validate** – and it is the methodology behind everything we do. Through our **Six PB JAM Facets©** (Communication, Collaboration, Leadership, Being Organized, Work-Life Balance, and Being Valuable), participants identify the precise gaps holding them back – not their assumptions about those gaps. A three-point diagnostic triangulates perceived skill, behavioral frequency, and stakeholder perception. Larger variation across the three signals a higher probability of a blind spot, and that is exactly where development begins.

What makes PB JAM different? Most professional development either individualizes without scaling (executive coaching) or scales without individualizing (generic training). PB JAM does both – through small, curated peer groups of professionals from different companies, industries, and cultures, guided by an experienced facilitator through structured 12-week cohorts. The diversity of perspectives is the mechanism. Each peer sees your challenge through a lens you simply don't have.

The outcomes are verified – not self-reported. Over **300 professionals across 4 continents** have been through the PB JAM journey, with an **80%+ stakeholder-validated success rate**.





Why join PB JAM?

PB JAM is at an exciting stage. The methodology is proven, the outcomes are real, and we are now building the team and infrastructure to bring this to many more professionals and organizations around the world. Joining PB JAM now means you are part of that growth story – not just filling a role, but helping shape what this platform becomes.

We hire for shared values above all else. Our ten values – **Curiosity, Authenticity, Grit, Humility, Empathy, Respect, Inclusiveness, Transparency, Trust, and Doing Good** – are not just words on a page. They are the daily operating system of everyone on our team. We encourage you to read about them before we talk, and to come to the conversation ready to share which value resonated most with you – and why. That conversation tells us more than any resume.

Explore our values at pbjamplatform.com/pb-jam-values.

Role of PB JAM Sales Partner (SP)

The PB JAM Sales Partner is an independent entity that sells PB JAM services on a gross revenue share basis. You are the voice of PB JAM in conversations with organizations who need to hear what we do and why it matters — and you have the relationship skills to take those conversations from curiosity to first sale to continued commitment.

- Clear, compelling communication of the PB JAM value proposition to prospective customers
- Converting prospective customers into purchase orders, and one time purchase orders into annual memberships or repeat purchases
- Periodic satisfaction checks (once every six months) with existing customers, and sharing those findings with PB JAM
- Opening the conversation: How engaged are your employees? What is your avoidable turnover rate? What are you doing right now to improve both?
- PB JAM helps professionals build the clarity and confidence that leads to an engaged, growing, and thriving workforce — with a calculable ROI for every dollar invested

Key characteristics of our Sales Partners

- A natural people person with active listening, empathy, and authenticity — someone who makes conversations easy even on the first contact
- Proven track record working with B2B customers and accounts — relationship management, growth, and customer satisfaction





Time commitment

This is entirely up to you. We do not require any specific time commitment from our Sales Partners.

You will work independently, reaching out to prospective customers and nurturing relationships at your own pace. PB JAM will support you with messaging, materials, and context whenever you need it.

We highly encourage Sales Partners to engage with the PB JAM platform — exploring the blog, forums, and participant experiences. The more you know what PB JAM feels like from the inside, the more credibly you can convey it to prospective customers.

Current openings

We do not have an open position for this role right now – but we are always scanning for the right people. If you are passionate about people and aligned with the PB JAM values and mission, we want to hear from you. The right fit matters more to us than the right timing.

Compensation

Our goal is to bring a smile to your face and your wallet as the PB JAM Sales Partner! Sales Partners earn a 20% top-line revenue share across all sales they bring to PB JAM, payable within 30 days of PB JAM receiving payment from the attributed customer (no upper limit!). Note: no part of this offer may be made public without express written permission from PB JAM.

Interested? Contact us! [Schedule a call with us to explore a mutual fit!](#)

We look forward to getting to know YOU! Let's nurture better workplaces together.

