

Job Vacancy:

Location: Yaoundé, Cameroon (Field-Based)

Job Type: Full-Time / Part-Time / Commission-Based (Negotiable)

About Company

Brichdigitals is an online platform that connects customers with trusted service providers across Cameroon. We are expanding our network and are looking for motivated individuals to help recruit professionals and businesses to list their services on its platforms.

Job Summary

We are seeking an energetic and results-driven **Business Development Officers & Onboarding Agents** to identify, approach, and onboard service providers onto the 237Booking, 237zoom and 237marketplace platforms. Your mission is to grow Businesses by helping providers increase their online visibility and receive more customer bookings.

Key Responsibilities

- Identify and approach potential service providers.
- Present the benefits of listing on 237Booking.
- Register new service providers and assist them in creating complete listings.
- Help providers upload photos, pricing, contact details, and service information.
- Build and maintain strong relationships with service providers.
- Follow up with providers to ensure their listings remain active and up to date.
- Collect feedback from service providers to improve the platform.
- Meet weekly and monthly onboarding targets.
- Submit regular reports on outreach and completed registrations.

Requirements

- Minimum of GCE Advanced Level or equivalent.
- Excellent communication and interpersonal skills.
- Confidence in meeting and speaking with business owners.
- Basic smartphone and internet skills.
- Experience in sales, marketing, customer service, or business development is an added advantage.
- Ability to work independently and achieve targets.
- Knowledge of your local area and business community.

What We Offer

- Attractive commission on every successful listing.

- Performance-based bonuses.
- Training on the platforms.
- Flexible working hours.
- Career growth opportunities.
- Opportunity to be part of a fast-growing digital platform in Cameroon.

How to Apply

Interested candidates should Upload their:

- CV/Resume (Required)
- Short cover letter (Optional)
- Phone number
- Current location

Only shortlisted candidates will be contacted.

You are free to visit our sites for more knowledge;

237booking.com, (For day to day services bookings)

237zoom.com, (For Companies and Businesses across Cameroon)

237marketplace.com, (For sales of all types of products)

brichdigitals.com, (Our Official website)

Additional Information

Onboarding Agent

Service Categories to Recruit

Agents should cover all categories on the platform, including:

Accommodation

- Hotels
- Guest Houses
- Apartments
- Resorts
- Lodges

Food

- Restaurants
- Cafés
- Bakeries
- Catering Services

Transport

- Taxi Drivers
- Car Rentals
- Bus Operators
- Bike Riders
- Truck Rentals
- Heavy Equipment Rentals

Home Services

- Electricians
- Plumbers
- Painters
- Carpenters
- Welders
- Cleaners
- Gardeners

Beauty

- Hair Salons
- Barbershops
- Spas
- Makeup Artists

Events

- DJs
- MCs
- Photographers
- Videographers
- Event Planners
- Decorators

Professional Services

- Lawyers
- Accountants

- Consultants
- Architects
- Engineers
- IT Specialists

Health

- Clinics
- Hospitals
- Pharmacies
- Laboratories
- Dentists

Education

- Tutors
- Training Centres
- Schools
- Driving Schools

Daily Duties

- Visit businesses within assigned locations.
- Explain how 237Booking works.
- Register new service providers.
- Assist providers in uploading:
 - Business information
 - Photos
 - Contact details
 - Pricing
 - Business hours
 - Services offered
- Verify listing information before submission.
- Follow up with providers after registration.
- Encourage providers to upgrade to premium plans.
- Maintain a database of prospective clients.

Required Skills

- Excellent communication skills.
- Good negotiation skills.

- Sales and marketing ability.
 - Customer relationship management.
 - Smartphone and internet proficiency.
 - Basic computer knowledge.
 - Ability to work independently.
 - Self-motivated and target-driven.
-

Preferred Qualifications

- GCE Advanced Level, HND, Bachelor's Degree, or equivalent.
 - Experience in sales, marketing, customer service, or field operations is an advantage.
-

Performance Indicators (KPIs)

Monthly targets may include:

- 80 new businesses contacted.
 - 50 business presentations completed.
 - 30 new listings created.
 - 15 verified active listings.
 - 10 premium memberships sold.
 - Customer satisfaction rating above 90%.
-

Compensation

Option 1 – Commission Only

- Free listing successfully activated: **500 FCFA**
- Standard membership sold: **1,000 FCFA**
- Premium membership sold: **2,000 FCFA**
- Featured listing upgrade: **10% commission**

Option 2 – Basic Salary + Commission

- Monthly salary.
- Plus commission for each successful registration and premium plan sold.
- Performance bonuses for exceeding targets.

Option 3 – Area Representative

- Exclusive responsibility for a city or district.
 - Earn commissions from all paid listings within the assigned territory.
 - Eligible for leadership opportunities as the platform grows.
-

Benefits

- Flexible working hours.
 - Sales and digital marketing training.
 - Opportunity for career growth.
 - Performance bonuses and recognition.
 - Work with one of Cameroon's growing online booking platforms.
-

Why Join Brichdigitals?

At Brichdigitals, you'll help local businesses grow by connecting them with thousands of potential customers. You'll gain valuable experience in sales, digital business, and customer engagement while earning competitive commissions and contributing to the growth of Cameroon's digital economy.

Organizational Structure

1. National Business Development Manager (1 Position)

Responsible for the overall growth strategy and management of the acquisition team.

Responsibilities

- Develop national growth strategies.
- Set monthly and quarterly targets.
- Recruit and train Regional Coordinators.
- Monitor performance across all regions.
- Approve incentive and commission programs.
- Prepare performance reports.

2. Regional Coordinator (10 Positions)

One coordinator for each region:

- Adamawa
- Centre
- East
- Far North
- Littoral
- North
- North West
- South
- South West
- West

Responsibilities

- Recruit and supervise Business Development Officers.
- Assign territories.
- Organize weekly field activities.
- Verify listing quality.
- Submit regional reports.
- Coach underperforming agents.

Suggested Target

- 300 new verified listings per month.

3. City Team Leaders (50 Positions)

Recommended for larger cities such as:

- Yaoundé
- Douala
- Bafoussam
- Bamenda
- Garoua
- Maroua
- Limbe
- Buea
- Ngaoundéré
- Bertoua

Responsibilities

- Coordinate local field activities.
 - Support Business Development Officers.
 - Resolve provider issues.
 - Conduct quality checks.
-

4. Business Development & Onboarding Officers

This is the primary field role.

Daily Activities

- Visit businesses.
- Demonstrate the 237Booking, 237zoom and 237marketplace platforms.
- Register new providers.
- Assist with profile creation.
- Follow up after registration.
- Promote premium listings.

Suggested Daily Targets

- 15 businesses visited.
 - 8 presentations.
 - 5 completed listings.
-
-

Commission Plan

Free Listing

- 500–1,000 FCFA per verified listing.

Standard Membership

- 10–15% commission.

Premium Membership

- 10–20% commission.

Featured Listing

- 20% commission.

Annual Membership

- 20–25% commission.
-

Monthly Bonuses

Bronze

100 verified listings.

Silver

250 verified listings.

Gold

500 verified listings.

Platinum

1,000+ verified listings.

Top-performing agents may receive:

- Cash bonuses
 - Smartphones
 - Laptops
 - Transport allowances
 - Certificates of recognition
 - Promotion opportunities
-

Verification Process

A listing qualifies for commission only if:

- Business information is complete.

- Contact details are verified.
 - Photos are uploaded.
 - Location is accurate.
 - The provider confirms the listing.
 - The listing passes the quality review.
-

Reporting

Agents should submit a weekly report including:

- Businesses visited.
 - New providers contacted.
 - Listings completed.
 - Paid memberships sold.
 - Challenges encountered.
 - Competitor observations.
 - Recommendations.
-

Code of Conduct

Agents must:

- Be honest and professional.
- Respect client confidentiality.
- Never make false promises.
- Represent the 237Booking brand positively.
- Follow company policies.
- Maintain accurate records of all activities.