

Job Description

Job Title: **Sales Representative**

Dept: **Sales**

We are seeking a sales representative to engage businesses (B2B) with an array of staffing and payroll products. This is an outside sales position and we are seeking candidates with outside acquisition sales experience.

Primary Functions:

- Heavy prospecting of new business opportunities through high activity levels of face-to-face, outside cold calling
- Prospecting active and inactive accounts and conducting sales calls independently and with branch representatives and develop sales plans to increase business within key accounts as developed
- Conduct extensive needs analysis with potential clients and heavy face-to-face presentations of our services
- Build and maintain strong relationships with clients and act as a “key” consulting sources to the clients with regard to the marketplace and trends in the industry
- Heavy interaction, on a daily basis, with the operations team in order to insure maintaining strong internal relationships with all clients

Requirements and Experience:

- 2+ years B2B sales
- Experience with outside acquisition sales, unafraid to take over a territory and own it!
- Proven ability to meet or exceed sales goals
- Enjoys and understands the “Consultative” selling approach
- Solid written and verbal communication skills
- Highly service oriented
- Ability to analyze the marketplace in order to make sound selling decisions in balancing business and working in conjunction with the branch

We offer a competitive base salary plus a strong commission structure as well as several benefits including a car allowance.

AKA Staffing provides a professional staffing and payroll service that strategically meets individual industry needs.