

# United States Jobs Expertini®

## Entry Level Outside Sales Associates

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Company: ADP

Location: United States

Category: other-general

ADP is hiring an Associate District Manager! This is an outside sales position that can be based anywhere in the San Francisco, CA area. Thanks for clicking! Let us tell you a little more... Do you love people and thrive in a fast-paced, collaborative environment? If so, then this may be just the opportunity you've been searching for. Don't just take our word for it! Read on to see for yourself. First, let's tell you more about ADP. We believe great companies are built by great people -- and for them. Every day we strive to design a better way to work helping employees at organizations around the world to stay productive and achieve their potential. We're always designing for people, starting right here with our one-of-a-kind culture, and with people like you. As an Associate District Manager for Small Business Services, you'll identify and cultivate new clients within a defined territory, driving business from corporate relationships built with Bankers, Accountants, existing clients, as well as direct prospecting efforts. In addition to selling ADP's cloud-based solutions to new clients, you will cross-sell solutions to existing clients, and effectively close sales from companies ranging from 1 to 49 employees. Even better, to set you up for success, you will have a dedicated mentor, ongoing award-winning sales training, and we will engage your unique talents and perspectives. ADP welcomes your ideas on how to do things differently and better. If success motivates you, you belong at ADP. And when you make a name for yourself at ADP, doors will open for advancement opportunities and industry-leading compensation, benefits, luxurious incentive trips, and awards. Does this sound like you? Go-Getter and Self-Starter. High-reaching and unstoppable. A can't-stop-won't-stop attitude and an urge to persevere until you get it right. Agile Solution Seeker. You're a problem solver who always

can find the right answer even in times of fast-paced change. Insatiable Appetite to Learn. You're always learning, growing, questioning and challenging what's been done before. Responsibilities Drive Our Business Forward. Work within a protected geographic territory to close sales, win business, and reach sales goals. Turn Prospects into Loyal Clients and Raving Fans. Implement a sales strategy targeting key decision makers and business owners to build a network and drive business. Deepen Relationships across the ADP Family. In addition to cloud-based HR solutions, strategically cross-sell into existing accounts by putting the spotlight on ADP's shiny, new products and solutions. Collaborate Daily. Serve as a trusted advisor to your clients. Be an ADP ambassador by spending time in the field and building beneficial relationships with Bankers and Accountants. Develop and maintain relationships with other internal groups in the territory.

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