

United States Jobs Expertini®

Sales Executive

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Company: LHH

Location: Indianapolis

Category: other-general

Candidates must be located in the Indianapolis Area. LHH Recruitment Solutions, is a division of the Adecco Group, the world's leading HR Solutions provider and the 7th best workplace in the world. We are an industry leader in temporary and permanent recruitment within accounting and finance. We work with premier clients, from small businesses to Global Fortune 500 companies, and we know that every opening is more than a job, and that every candidate is more than a resume. We work closely with candidates to understand their needs and apply our industry expertise to make matches for clients that drive business results. Our ability to dynamically balance your needs with the right Solutions gives both clients and candidates the right fit to achieve success. About the Job: LHH Recruitment Solutions, the world's leading HR Solutions provider is seeking a motivated and dynamic Sales Executive to join our team. As a Sales Executive, you will play a crucial role in driving the growth of our company by identifying and capitalizing on new business opportunities. You will be responsible for establishing and nurturing client relationships, understanding their needs and promoting our services to meet those needs effectively. As a Sales Executive, your entrepreneurial spirit is more than welcome here. Not only will you be the face of our business, but you will also be our resident sales guru!

ESSENTIAL DUTIES & RESPONSIBILITIES: Identify and target potential clients through market research, prospecting and lead generation. Develop a comprehensive understanding of our services and how they address client challenges. Generate new business leads and opportunities through cold calling, networking, referrals, and other appropriate channels. Meeting with prospects and clients virtually and in person. Negotiating

and selling our staffing solutionsDevelop and execute effective sales strategies to achieve and exceed sales targets.Present our services to potential clients, addressing their inquiries and objections professionally.QUALIFICATIONS & SKILLS:Bachelor's degree OR five (5) years of professional work experienceProficient in cold calling, providing solutions, growing accounts, reviewing metrics and delivering presentations.Self-motivated with a results-driven approach, go getter, displays relentless competitiveness in a fast-pace, rewarding environment.Adaptability and willingness to learn about new services and industries.Proficient in Microsoft Word, Excel, PowerPoint and OutlookA journey to bring out the best in you.As one of the world's largest employers we believe in talent, not labels, and focus on the diverse and unique skills our people bring. We seek to foster a culture of belonging and purpose, an environment where everyone can thrive and feel engaged, and where difference is respected and valued. Our commitment to equity, equal opportunity, inclusion, and diversity is part of our broader commitment to respecting fundamental human rights across our value chain. The Adecco Group is proud to be an Equal Opportunity Employer.Equal Opportunity Employer/Veterans/DisabledThe Company will consider for employment qualified applicants with arrest and conviction recordsThe anticipated salary for this position is \$50,000 unless outlined below. This position includes an incentive program that may include bonus and/or commission.Anticipated Salary:California – \$66,560Colorado – \$54,999.88New York City; Nassau, Suffolk, and Westchester Counties - \$58,500New York- All Other Locations - \$58,458.40Washington - \$67,724.80Benefit offerings for full-time employment may include medical, dental, vision, term life insurance, short-term and long-term disability, additional voluntary benefits, commuter benefits, wellness plans and reimbursement and retirement programs. Available paid leave may include paid time off, parental leave and holiday pay.

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