

Business Sales Consultant

Summary:

Are you a business-minded, independent self-starter looking to take control of your professional career? Do you enjoy meeting new people and have an aptitude for sales?

Come join our Texan- and veteran-owned company that has been serving Texas businesses for more than 30 years. We are seeking an experienced and motivated Business Sales Consultant who will be able to work the sales cycle for UniqueHR's Professional Employer Organization (PEO) services while establishing an approved annual sales plan.

About us:

Family-owned and operated since 1991, UniqueHR provides comprehensive human resources solutions for small to mid-sized businesses. This includes offloading administrative responsibilities such as payroll, benefits, HR, risk management, and compliance, allowing businesses to focus on core missions and profitability.

Duties and responsibilities:

- Create a company-approved annual sales plan with production goals.
- Executing the entire sales cycle which includes pre-sale qualifying prospects by sales category and geographical area and doing so in sufficient volume to meet production goals.
- Daily phone and face-to-face prospecting
- Assess prospective clients' concerns and problems and offer potential solutions through the PEO model.
- Scheduling meetings with business owners and/or business decision-makers. Meetings will be first-time meetings to assess needs, data gathering, proposals, and/or closings.
- Learning and utilizing Salesforce CRM system to enter pre-qualified prospect data, manage weekly activities, and more
- Develop a referral network
- Attending meetings, conferences, and trade shows as needed
- Stay up to date with current PEO industry trends and knowledge
- Other duties as assigned

Benefits:

- The opportunity for residual commission - work without a commission cap
- The job will be remote, with the day-to-day duties allowing you to be on the go, working face-to-face with prospective clients
- Cell phone allowance and mileage reimbursement
- Top-notch benefits (Details will be inserted)
- Work in a family-like atmosphere with a supportive team with the ability to collaborate, discuss and work towards a goal, ensuring time and work are not squandered.

Qualifications and requirements

- Have a business degree in business or related field or four (4) years of related experience
- Strong sales background
- Broad knowledge of business and the customer service model
- Ability to focus and achieve objectives and time management skills
- Ability to communicate strongly and clearly both verbally and in writing

- Ability to work independently and as a team
- Able on deadline
- Be proficient in Microsoft office and other customer service management software
- Have a current, valid driver's license, reliable transportation
- Meet physical demands: Regularly sitting, walking, and occasionally lifting and/or moving up to 10lbs, extended periods of driving