

Outside Sales Representative - Washington DC

[Paycom](#)

Arlington - VA (United States)

Level: Entry

Job Location: DC Office - Arlington, VA

Position Type: Full Time

Education Level: Bachelor's Degree

Travel Percentage: Up to 50%

Job Category: Sales

Description

Outside Sales Representatives at Paycom are responsible for contacting prospects and securing new business accounts. They will sell the Paycom suite of HCM technology products and services to clients in an assigned region.

RESPONSIBILITIES

- Building and maintaining long-lasting client relationships with prospects within assigned territory
- Cold call potential clients according to the assigned metrics and respond to Inside Sales leads of companies with 50 employees or more
- Establish new accounts by forecasting sales, researching, setting appointments, and presenting with the intent to persuade stakeholders to the Paycom solution
- Generating leads through prospecting and building a consistent pipeline to meet sales goals for new business
- Sustain a pipeline of suitable appointments and move prospects through the sale process quickly and efficiently
- Maintains knowledge of Paycom products and services
- Responsible for completing the Sales Representative training while maintaining and/or exceeding assigned metrics
- Participates in weekly sales topics to continue to enhance product knowledge
- Generate and develop new client accounts to increase revenue
- Assist with and attend first implementation meeting for all new clients
- Anticipate and discuss client needs and facilitate solutions
- Performs other duties as assigned

Qualifications

MINIMUM BASIC QUALIFICATIONS

Education/Certification:

- Bachelor's degree required in Sales, Business management, Communications, Marketing or Similar Backgrounds

Experience:

- 1+ year of experience in a quota-driven environment with a record of success exceeding goals or
- 1+ year of Inside Sales experience

PREFERRED QUALIFICATIONS

Education/Certification:

- Bachelor's degree required in Sales, Business management, Communications, Marketing or Similar Backgrounds

Experience:

- 3 years or more of experience in a quota-driven environment with a record of success exceeding goals or
- 1+ year of Inside Sales experience at Paycom

Skills/Abilities:

- Customer Service: Ability to analyze the needs of a client and provide strategic business solutions
- Experience with Microsoft Office, including PowerPoint, Excel, and Outlook
- Achieves/exceeds appointment and Sales Metrics
- Excellent written and verbal communication
- Highly motivated and results-oriented
- Strong presentation, organization, multitasking, and time management skills
- Solid problem solving and consultative skills required
- Self-directed with the ability to work in a structured and fast-paced team sales environment
- Product and payroll knowledge is a plus

Paycom is an equal opportunity employer and prohibits discrimination and harassment of any kind. Paycom makes employment decisions on the basis of business needs, job requirements, individual qualifications and merit. Paycom wants to have the best available people in every job. Therefore, Paycom does not permit its employees to harass, discriminate or retaliate against other employees or applicants because of race, color, religion, sex, sexual orientation, gender identity, pregnancy, national origin, military and veteran status, age, physical or mental disability, genetic characteristic, reproductive health decisions, family or parental status or any other consideration made unlawful by applicable laws. Equal employment opportunity will be extended to all persons in all aspects of the employer-employee relationship. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, training, promotion, discipline, compensation benefits, and separation of employment. The Human Resources Department has overall responsibility for this policy and maintains reporting and monitoring procedures. Any questions or concerns should be referred to the Human Resources Department.

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