

OUTSIDE SALES REPRESENTATIVE

Because we're GROWING, we're looking for a driven, experienced Outside Sales Pro to join our team immediately and help expand our client base.

The IDEAL CANDIDATE will be a true "hunter" that has a proven track record of selling to B2B accounts. Have experience in successfully selling IT services to companies is a PLUS; however, we will train the right candidate provided you have a track record of consultative selling, hitting or exceeding quota and are a positive, motivated, drama-free sales pro.

As an Outside Sales Rep, you will represent Hodgson Consulting & Solutions by working with prospects to develop a deep understanding of their needs and translate those needs into services/products that satisfy their requirements.

This position is commission based. As a full-time employee, you will qualify for paid time off.

This is an awesome opportunity for someone who:

- Loves a faster-paced, NO DRAMA environment.
- Wants a company that provides their sales team with marketing to support their efforts, training and development and APPRECIATES sales people.
- Likes the idea of working for a smaller (but growing) company where your ideas and contributions directly impact the company's success, direction and growth.
- Is a quick, self-motivated learner who wants to work for a company that will invest in their personal and professional development as well as invest heavily into marketing to assist you in closing and selling. (However, you MUST already have mastered the fundamentals of prospecting and closing. This is not an entry-level sales position.)
- Appreciates people who take an ORGANIZED, SYSTEMATIC approach to achieving success.
- Is not afraid to make cold calls and find new prospects.

To apply, send resume to:

info@hodgsonconsulting.com