CALIFORNIA STATE UNIVERSITY, STANISLAUS
CAREER SERVICES, ADVISING RESOURCE CENTER
One University Circle, Turlock, CA 95382
Phone (209) 667-3661/FAX (209) 664-7032/Email career@csustan.edu

Employment Listing Form

All of the following information will be made available for student review.

Position Type Internship ☐ Part-Time ☐ Full-Time ☑ Summer ☐

Position Title Account Executive Base Plus Commission Outside Sales

Company Name ADP - Automatic Data Processing

Application Period 9/1/15-10/31/15 **Start Date** ASAP **No. of Openings** 2

Days/Hours 5 days/ 8 hours **Wage/Salary** 55k-75k **Location** Modesto/Stockton/Manteca/Turlock

Job Description

ADP is hiring Outside Sales Representatives. In this position, you'll identify and cultivate new prospects from relationships built with Bankers, Accountants, existing clients, as well as direct prospecting efforts. In addition you will cross-sell solutions to existing clients, and effectively close sales, with the support of exceptional sales training and the rewards of advancement opportunities and industry-leading compensation, benefits, incentive trips and awards.
We strive for every interaction to be driven by our CORE values: Insightful Expertise, Integrity is Everything, Service Excellence, Inspiring Innovation, Each Person Counts, Results-Driven, and Social Responsibility.

RESPONSIBILITIES:
• Develop and execute a cold calling strategy to target prospects
• Mine existing clients for referral business
• Build mutually beneficial relationships with Bankers and Accountants
• Reach or exceed assigned sales goals
• Implement sales strategies
• Connect customers' business needs with ADP products and services
• Cross-sell other ADP solutions to existing clients
• Build network in person and via phone with key decision makers in a designated territory

Qualifications

PREFERRED QUALIFICATIONS: Preference will be given to candidates who have the following:
• Goal oriented and ambitious, with capacity and drive to reach and exceed quotas
• Ability to handle cold calling sales, with assertive, positive and persistent style
• Proven customer service and relationship building skills
• Ability to effectively communicate through all mediums (verbal, listening, written)
• Aptitude for acquiring sales skills and product knowledge
• Organized, with effective time management skills
• Ability to work independently and with a team
• Mature and self-confident
• Capacity to work under pressure
• Strong work ethic
• Committed to building a career path

How to Apply

Please message me at sherice.imel@adp.com for more information on how to apply or feel free to copy and past this link into your browser window to see my availability for a phone chat regarding the position. Thanks!

http://www.meetme.so/ShericeImelADP

Contact Person Sherice Imel

Mailing Address

City **State** **Zip**

Telephone 714-261-0168 **FAX**

Email sherice.imel@adp.com **Website** adp.com/careers

Interview facilities, job listing, or other services are not made available to employers who unlawfully discriminate in the selection of employees on the basis of race, color, sex, sexual orientation, religion, national origin, ancestry, marital status, pregnancy, age, disability, veteran status, or any other basis prohibited by applicable law.