

AM STAFFING GROUP, INC.

POSITION: SALES REPRESENTATIVE

THE COMPANY:

A.M. Staffing Group, Inc. is a staffing and consulting company, looking for competitive, passionate, sales-minded individuals to join our team. The Sales Representative is responsible for developing new sales, finding new clients, and selling them on all A.M. Staffing Group, Inc. services available. We have multiple openings for entry-level and experienced sales positions. We have a 20+ year track record with many local and national customers; therefore, this position offers exceptional career and financial opportunities.

LOCATION:

Staffing Headquarters in Elgin, IL 60123

EXPERIENCE:

Prior Outside Sales/Business Development experience required; Staffing/Recruiting Industry preferred. 2+ Years in Light Industrial or Manufacturing Sales also PLUS

KEY RESPONSIBILITIES/ QUALIFICATIONS:

- Aggressive, persistent, strong work ethic, service-oriented, motivated, dependable
- Strong communication skills
- Ability to approach projects with a sense of ownership and enthusiasm
- Negotiating pricing and payment terms with potential new clients looking to use our staffing services
- Inside and outside sales role where you sell B2B
- Developing leads
- Consistently set meetings with potential new clients via cold calling in person or over the phone.
- Submitting weekly activity reports to management team
- Generating promotional materials for weekly marketing initiatives
- Meeting quarterly sales goals given by upper management
- Utilizing company software programs in order to maintain and track leads and current client information
- Preparing material for business meetings; conducting and leading professional business meetings with top executive personnel
- Establish rapport and build relationships with clients via lunches, dinners, scheduled activities
- Ensure client satisfaction via routine check-ins and quarterly reviews
- Aptitude for technology - experience with various software products including MS Office
- Ability to handle challenging situations with clients

COMPENSATION:

Full Time. Salary and Benefits + 401k Company Match included. Uncapped Commission Structure. Performance Bonus Opportunities, Client Expense Reimbursement, Account Mileage reimbursement.

Please send a resume with contact information, cover letter, and references to abigail@aminsurancegroup.com for consideration.

*We are an **equal opportunity** employer. All applicants will be considered for **employment** without attention to race, color, religion, sex, sexual orientation, gender identity, national origin, veteran or disability status*