

Career Opportunity

BUSINESS TO BUSINESS SALES REPRESENTATIVE



POSITION OVERVIEW

North American Recovery, Utah's premier third-party collection agency for the past 30 years is expanding. We have a career opportunity for a full-time, polished, professional, dynamic, Outside Sales Representatives.

This position requires an individual who can understand our unique collection model. Then, using our proprietary Collection Presentation, show how partnering with us will result in returns of 300% to 400% more than what a potential client is currently receiving.

Our Outside Sales Representative must be a confident self-starter with the ability to cold call and generate leads. You don't need to be an expert in the collection industry—we will teach you everything you need to know about collections—but you will need to be able to effectively market, cold call, and set appointments.

DUTIES, SKILLS, EDUCATION & PAY

REQUIRED SKILLS

- Professional appearance and reliable transportation.
- Happy, upbeat personality, friendly and outgoing.
- Excellent interpersonal, written, and verbal communication skills.
- Initiative and creativity in generating leads.
- Ability to work without supervision, multi-task, prioritize, and meet deadlines.
- Strong organization and problem-solving skills.
- The ability to interact effectively with top-tier professionals.
- Availability to travel and work from 8-5 pm Monday thru Friday
- Proficient working knowledge of computers.
- Ability to work as a member of a team.

EDUCATION/EXPERIENCE

Master's Degree in marketing, public relations or a business-related field. Or, alternatively, a proven track record of success in a B2B sales position.

PAY AND BENEFITS

Pay will be based on education, experience, technical expertise, and overall ability. The available base pay range is from \$50,000-\$100,000 per year. We also offer a lucrative commission schedule with the potential for an annual wage well in excess of \$250,000 for the right person. This is a top-level professional sales position for someone who wants to be part of an industry-leading team and has the skillset, knowledge, drive, determination, and ability to make things happen. It is **not** an entry-level position.

Other benefits include paid health and dental insurance, lucrative retirement plan, mileage reimbursement, travel across the country multiple times a year to attend business conferences and many other fringe benefits.

If you're smart, talented, and motivated, and if you want a challenging *and* rewarding career, this is the job for you! E-mail a detailed cover letter, along with a salary history and your resume to DaveSaxton@North-American-Recovery.com
If you'd like to know more about our company visit our website or social media: www.North-American-Recovery.com.

Equal opportunity employer.