

## **Senior Account Executive:**

Are you ready to take your career to a new level? Payroll Systems, LLC is looking for a dynamic sales associate to aggressively pursue all areas of the sales funnel in the billion dollar SMB marketplace for payroll, HRIS, and benefits administration software & services.

This position will report to the VP of sales and there is tremendous opportunity for rapid advancement based on performance.

### **RESPONSIBILITIES:**

- Meet or exceed assigned sales goals
- Quickly learn our HR & Payroll products and services to become proficient at demonstrating value propositions to the target market
- Mine existing and prospective clients for referral business
- Establish and maintain strong relationships, with both referral partners and external customers
- Develop and execute a cold calling strategy to target prospects and industry influencers
- Cross-sell other Payroll Systems, LLC. solutions to existing clients
- Build network in person and via phone with key industry influencers and decision makers
- Collaborate with various internal groups as needed to support current and prospective clients

### **MUST HAVE:**

- Bachelor's degree
- 5+ year track record of achieving profitable sales, retention of clients and exceeding sales quotas
- Ambitious, ready to learn new skills, products and advance rapidly
- Strong written, verbal, and presentation skills
- Self-starter with entrepreneurial energy
- A rolodex of HR industry influencers such as benefit brokers & CPA's.
- Expertise with Salesforce or other CRM for tracking all communication
- As an industry highly impacted by compliance, strong attention to detail is required
- Strong technical skills with Microsoft Office, video conferencing, CRM, etc.

### **WOULD BE NICE TO HAVE:**

- Direct sales experience with HRIS, Payroll, and Benefit administration software and services
- A rolodex of decision makers in SMB companies between 100 and 1000 employees

- Excellent planning skills and ability to implement successful sales strategies
- Ability to effectively communicate through all mediums (verbal, listening, written, electronic), including with C-level executives

**ABOUT PAYROLL SYSTEMS, LLC.**

Payroll Systems, LLC, headquartered in the San Francisco Bay Area, is a leader in Payroll services, time and attendance tracking, HRIS, and benefits administration software and services for the SMB and small enterprise marketplace. We are experiencing double digit annual growth in this billion-dollar market, and looking for new team members to help us accelerate this growth. We offer very competitive, performance based compensation. Our benefit package includes medical, 401K with match, life insurance, generous PTO, and many company perks and events.

**To apply:** Send Resume and Cover Letter to [sales@payroll-us.com](mailto:sales@payroll-us.com)