

Sales & Business Development Representative (Bay Area):

Payroll Systems, LLC is looking for a dynamic sales associate to aggressively pursue opportunities in the billion dollar SMB marketplace for payroll, HRIS, and benefits administration software & services.

This role is based in our Walnut Creek office and will report to the VP of sales. There is tremendous opportunity for rapid advancement based on performance.

RESPONSIBILITIES:

- Utilize telephone, email campaigns, social media, and in person meetings to promote Payroll Systems suite of products to the SMB market in the San Francisco Bay Area
- Work hand in hand with account executives and marketing team to generate leads and set demonstration appointments
- Quickly learn our HR & Payroll products and services to become proficient at demonstrating value propositions to the target market
- Develop and execute a cold calling strategy to target prospects and industry influencers
- Collaborate with various internal groups as needed to support current and prospective clients

MUST HAVE:

- Ambitious, ready to learn new skills, products and advance rapidly
- Strong written, verbal, and presentation skills
- Self-starter with entrepreneurial energy
- Excellent planning and organization skills
- As an industry highly impacted by compliance, strong attention to detail is required
- Strong technical skills with Microsoft Office, CRM, online meetings, etc.

WOULD BE NICE TO HAVE:

- College Degree
- Direct sales experience with HRIS, Payroll, and Benefit administration software and services
- Understanding of Human Resource management, payroll, taxes, employee benefits
- Expertise with Salesforce or other CRM for tracking all activities
- A rolodex of decision makers in SMB companies between 50 and 1000 employees
- 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.