

Sales Executive

Coastal Payroll Services is a leading provider of Payroll and Human Resources services in Southern California. As a young and growing company, we promote a workplace that is fast-paced, fun and creative. We are seeking professional Sales Executives to help with business development and client expansion.

Job Description:

- Meet or exceed sales goals for both new business and growth of existing clients.
- Build and manage expanding network of “influencers” so as to extend company footprint and build brand awareness and receptivity.
- Partner with clients to leverage value and provide on-going opportunities and referrals.
- Identify prospects within assigned territory or channel. Develop relevant sales strategy and action plan to convert prospects into clients. Track and monitor progress against objectives.
- Identify opportunities to cross sell company’s products and services.
- Provide ongoing progress updates on new business development activities, performance against the sales plan, and other key indicators to the Management Team.

Desired job qualifications include:

- Competitive and motivated to find and close opportunities.
- Expert at a consultative selling approach. We sell “quality, first, last and always”.
- Driven and a self-starter, and thrive on “the hunt” of the deal.
- Very clear on the difference between activity and results; your success will be judged on your ability to deliver new business.

Employment Prerequisites:

- Minimum 2 years Business-to-Business sales experience, with a

- demonstrable track record of success
- Comfortable with, and history of, dealing with “C-level” executives and decision-makers
- Bachelor’s degree (or equivalent)
- Exemplary written, verbal, and presentation skills
- Mastery of MS Word, Excel & Outlook

Coastal Payroll Services offers generous benefits to full time employees:

- Paid time off includes vacation, sick, holidays
- Medical and Dental insurance
- Simple IRA Retirement Plan with Company Match
- AFLAC insurance Enrollment
- Employee Referral Bonus Program
- Free Friday lunches
- Quarterly Fun Events
- Ability to participate in Quarterly Volunteer Events

Phenomenal opportunities for advancement