**SALES EXECUTIVE**

Do you feel like a number at your current company?

Do you feel like you are constantly judged by “what you have done for me lately?”

Are you tired of starting at zero every new fiscal with nothing to show for the previous year of hard work?

Would you like to continue to get paid residual income on every client you sell instead of a one-time commission and truly build a book of business?

**If these questions resonate with you or you work for a large national HCM firm (or both), this could be the opportunity for you!**

**Some of the benefits our sales reps enjoy:**

-Competitive salary

-Residual commission on all sales

-Exclusive ownership of upsell opportunity for your clients (no inside sales!) with a service staff trained to find them for you

-Ability to sell to any size company with no segmentation

-Expense reimbursement

-investment in local networking, chamber, and COIs by the company on your behalf

-Access to an in-house demo specialist

-Aggressive Commission Structure (see table below)

|  |  |
| --- | --- |
| $0-150K | 15% |
| $151-250k | 25% |
| $251-350k | 35% |
| $351+ | 40% |

**Last year our top rep wrote 600K in Annual recurring revenue and walked into the next fiscal year with a $30,000 residual. 85% of their business was referred to them!!!**

**About You**

You are an ambitious and driven individual looking to maximize your earning potential. You enjoy being a problem solver. You are an outgoing person with great communication skills who enjoys networking and providing ideal solutions. If these statements are true, then keep reading and apply now.

We are looking for the next great addition to our sales team. We need someone with a positive attitude who believes in and supports our core values and is excited to represent us in their market. You will continuously generate leads and opportunities to present to prospective clients by ensuring businesses have the right products and services to fit their needs.

This position reports directly to our Visionary and Sales Director who are passionate about moving our business forward by combining the latest technology with extraordinary service unique to our organization and meeting challenges with creative, “outside the box” thinking. You will be supported with on-the-job training from Sales leaders with over 30 years of combined experience. The latest industry-leading technology combined with the unfailing support of our entire team provides a solid foundation for your success.

**About Us**

At Crescent, our core focus is growing a reliable business with passionate people. We are committed to providing our client partners with a strong relationship built on experience, knowledge, respect, and trust. We support their businesses by offering the latest technology, customized training, and top-notch customer service. We are an employee-first organization who values collaboration, culture, personal and professional development, and regular feedback. As a multiple year nominee for the **CityBusiness Best Place to Work** award and back-to-back **Inc 5000 and LSU 100** inductees, we are proud of our progress and enjoy celebrating our successes with our team.

We believe in working hard and playing hard, so we make time for the fun stuff too. Fall Festival, Easter Egg hunts, and Escape Rooms are just a few of our past events. We also enjoy monthly team events like potlucks, breakfasts, game days, and theme days. We have an annual crawfish boil where our families are invited as well as an annual holiday party. Our Wellness Committee encourages healthy habits by promoting health challenges and scheduling team events such as yoga and lunch-and-learn seminars. It is also important for us to give back to the community that supports our growth. This year, we have chosen to support two local charities, one benefitting victims of domestic violence and the other a local animal rescue foundation. We support our chosen charities by organizing internal fundraisers, committing to service hours, and participating in charity events throughout the year. If you’re looking for a “family” environment where you are appreciated and recognized for your contributions, Crescent is the place for you!

**About the Position**

The confident, self-motivated, goal-oriented team player will:

* Consistently meet sales goals by selling products and services to clients and meeting their related needs.
* Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing and potential sales outlets and other trade factors.
* Adjust content of sales presentations by studying local market trends.
* Create new and continue developing existing referral opportunities such as CPA’s, insurance brokers, and banks.
* Submit sales orders by referring to prices lists and product literature.
* Monitor competition by gathering current marketplace information on pricing, existing and new products, delivery schedules, and merchandising techniques.
* Recommend changes in products, service, and policy by evaluating results and competitive developments.
* Keep management informed by submitting activity and results reports and maintaining records on area and customer sales.
* Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, establishing personal networks, and participating in professional societies.

**The Boring Stuff**

* This is a full-time position based on 40 hours per week.
* Primary working hours are 8:00 a.m. to 5:00 p.m. Monday - Friday.
* Compensation includes base salary plus commission, voluntary benefits, and company paid benefits.
* Must be available to attend designated networking events which may sometimes occur in the evening hours after 5pm.
* Must have reliable transportation.
* Bachelor’s Degree with a concentration in marketing, promotions, advertising sales, or business administration preferred.
* 2 to 4 years of industry sales experience.
* Must be proficient in Microsoft Office (or Google Drive) applications (Word, Excel, Powerpoint).
* HCM experience a plus.

If we’ve captured your attention and you’re excited to join a winning team, go to <https://crescentpayroll.isolvedhire.com>, answer a few questions and upload your resume. Feel free to attach a cover letter letting us know why you are the perfect candidate for this amazing and exciting opportunity. Your dream job could be a few clicks away. What are you waiting for? Go for it!!