



# Sales Representative- Major Accounts Workers Comp

Contact: AUTOMATIC DATA PROCESSING

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Unlock Your Career Potential: Sales at ADP. It takes a relentless team to lead an industry. ADP's world-class sales team is driving our global growth as a worldwide leader of workforce solutions. If you believe in the power of relationships, we'll give you the tools, training and support you need to connect with new and current customers, ranging from Fortune 100 corporations to small start-ups. And as you achieve success, you'll enjoy the rewards, support and recognition you deserve. ADP is hiring an Inside Sales Representative. In this position, you'll identify and cultivate new prospects, cross-sell solutions to existing clients, and effectively close sales, with the support of exceptional sales training. You will be rewarded with industry-leading compensation, benefits and awards, as well as advancement opportunities with multiple business units and clients ranging from small businesses to multinational corporations. We strive for every interaction to be driven by our CORE values: Insightful Expertise, Integrity is Everything, Service Excellence, Inspiring Innovation, Each Person Counts, Results-Driven, and Social Responsibility. RESPONSIBILITIES:

Reach or exceed assigned sales goals

Implement sales strategies and call prioritization

Develop and execute a cold calling strategy to target prospects

Mine existing and prospective clients for referral business

Establish and maintain good business relationships with key internal and external customers  
Connect existing business with ADP and service



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