



**ADP, a Fortune 300 company and the world's largest payroll provider, servicing 500,000 clients and grossing over \$7 billion in revenue.**

**THE TOP FIVE REASONS TO JOIN OUR ADP FAMILY !!!**

1. Listed as one of the top 100 companies to work
2. Ranked #2 as the most innovative users of technology by InformationWeek
3. Ranked #1 by Fortune Magazine in the payroll services category
4. Invested more than \$12 million in tools and programs over the last three years to enhance our employees
5. Top notch benefits package, 401K and Pension plan, along with numerous company perks for all associates

**ADP is ready to invest in your success!! Outstanding Associates and World Class Service are keys to our accomplishments.** We attract, motivate, and retain exceptionally talented and committed associates. ADP offers a blended learning approach of virtual and classroom training. We provide the latest online tools including Salesforce.com, the Virtual Learning Center, and ADP University. If you are a high energy individual with aggressive hunting skills in a quota driven environment, this is the place to excel as a **District Manager (Outside Sales Representative)**. Our Major Accounts sales division targets companies comprised of 50-999 employees and are in search of Sales Associates with the strongest infrastructure in the business.

**Responsibilities of a District Manager Representative:**

- Sell ADP payroll services and HR solutions within a protected geographic territory
- Develop relationships with C Level Executives
- Prospect for new business
- Cross-selling to an existing base of clients
- Implement a top-down sales approach targeting Presidents, CFOs, and HR Directors to convert prospects into clients.

### **Qualifications:**

- BS in Business Administration or equivalent education and relevant experience.
- 3-7 years of outside B2B sales experience
- Good prospecting, presentation and selling skills with the ability to achieve quota. Displays maturity, competitiveness, good business and work ethics

We'll support your career growth with initial and ongoing sales training, advanced sales tools, and an attractive compensation package designed to reward you for your initiative. Outstanding reps will achieve and surpass annual President's Club at 120% quota attainment. We offer an industry-leading compensation and benefits package, including:

### **Benefits:**

- Competitive base salary
- Uncapped commissions
- Laptop computer
- Car and Cell phone allowance
- Comprehensive benefits package that starts on your first day of employment
- ADP Stock Purchase/Option Plan
- Pension Plan
- 401K
- Tuition Reimbursement
- Bonuses, Trips, Merchandise and Lots of Fun
- Significant advancement opportunities for outstanding performers

**It's a high-speed, exciting career with unlimited earnings potential, and our standards are high. Are you ready?**

***ADP is an Equal Opportunity/Affirmative Action Employer; M/F/D/V. ADP believes that diversity leads to strength***