

## Outside Sales Professional

Because we're **GROWING**, we're looking for a **driven, experienced Outside Sales Pro to join our team immediately and help expand our client base.**

The **IDEAL CANDIDATE** will be a true "hunter" that has a proven track record of selling to B2B accounts and consistently meeting or exceeding quota. Experience in selling IT services to companies is a PLUS; however, we will train the right candidate. As an **Outside Sales Rep**, you will represent Hodgson Consulting & Solutions by working with prospects to develop a deep understanding of their needs and translate those needs into service/product requirements that satisfy their demands.

This position offers a base salary plus commission. As a full-time employee, you will qualify for a PAID health and dental insurance premium coverage and paid time off. This is an awesome opportunity for someone who:

- **Loves a faster-paced, NO DRAMA environment.**
- Wants a company that provides their sales team with marketing to support their efforts, training and development and **APPRECIATES** sales people.
- **Likes the idea of working for a smaller (but growing) company where your ideas and contributions directly impact the company's success, direction and growth.**
- Is a quick, self-motivated learner who wants to work for a company that **will invest in their personal and professional development** as well as invest heavily into marketing to assist you in closing and selling. (However, you **MUST** already have mastered the fundamentals of prospecting and closing. This is not an entry-level sales position.)
- Appreciates people who take an **ORGANIZED, SYSTEMATIC** approach to achieving success.
- Wants a position that will offer **upward earning** and career advancement; we want people who are interested in growth, learning and becoming part of our team long-term.
- Is not afraid to make cold calls and find new prospects.