



1000 Miller Court West, Norcross, GA 30071
(770) 446-7289 | www.corpay.com

Corporate Payroll Services is currently hiring new additions to our Inside Sales team in Norcross, GA. We are interested in full-time and part-time employees. Sales and phone experience is preferred, but we are willing to train the right candidates. Current students and veterans are encouraged to apply.

Company Description:

With a clientele of over 5000 and more than 22 years of expertise, Corporate Payroll Services is a leader in payroll processing. As one of the nation's top payroll processing firms, our mission is to provide small to medium sized businesses with superior payroll processing at a competitive price. Headquartered in Atlanta, and with offices in Charlotte, Washington, D.C., Philadelphia, and Chicago, our business has been built upon our core principle of putting our clients' needs first. We are passionate about providing the best services to our clients. For more information, please visit our website at www.corpay.com.

Job Description:

In this position you will be responsible for setting appointments with business owners/decision makers for our Outside Sales Representatives. You will have the following responsibilities as an Inside Sales Representative:

- Making outbound calls to businesses in the metro areas of where our five branches are located
- Discover, develop, and qualify business prospects
- Set appointments with decision makers
- Keep a schedule of appointments made
- Maintain detailed notes and information about phone calls
- Read telephone and zip code directories and maps
- Discuss and explain the services we provide
- Call a minimum number of businesses per day

Qualifications and Skills:

We are seeking dynamic candidates who are willing to learn and develop careers with us. The following are some qualifications that we look for:

- Ability to overcome objections
- Build rapport over the phone
- Communicate effectively in a professional manner with business owners
- Persistent, personable, driven
- Phone sales experience is a plus

Knowledge and Abilities:

- Speak, read, and write in English
- Operate our phone and computer systems
- Work independently and in a professional environment
- Get along with management and co-workers
- Currently enrolled in high school or have a high school diploma

Compensation:

\$14 per hour plus the opportunity to earn productivity bonuses

Hours:

The working hours for this position are flexible Monday through Friday from 8:30am to 5:30pm.