

## Exciting Job Opportunity!

# OUTSIDE SALES REPRESENTATIVE B2B SALES IN COLORADO & IDAHO



## POSITION OVERVIEW

North American Recovery, Utah's premier third-party collection agency for the past 22 years is expanding into Colorado and Idaho. We have an opening in each state for a full-time, polished, assertive, dynamic professional Outside Sales Representative.

Our office, located in Salt Lake City, Utah, will be the location for your initial training (airfare, lodging, and meals will be paid for by the company). After your initial training, you will work independently from your home state and be connected to our office via a company provided laptop computer.

This position requires an individual who can understand our unique collection model. Then, using our Collection Process Analysis interview, analyze a potential client's *current* solution. And, finally, use the results of the analysis to show how partnering with us will result in returns of 300% to 400% more than what they are currently receiving.

Our Outside Sales Representative must be a confident self-starter with the ability to cold call as the primary way of generating leads. You don't need to be an expert in the collection industry—we will teach you everything you need to know about collections.

## SKILLS, EDUCATION & PAY

### REQUIRED SKILLS

- Cold calling skills
- Professional appearance and reliable transportation.
- Happy, upbeat, friendly and outgoing.
- Excellent interpersonal, written, and verbal communication skills.
- Initiative and creativity in generating leads.
- Ability to work without supervision, multi-task, prioritize, and meet deadlines.
- Strong organization and problem-solving skills.
- The ability to interact effectively with top-tier professionals.
- Availability to travel and work from 8-5 pm Monday thru Friday.
- Proficient working knowledge of computers.
- Ability to work as a member of a team.

### EDUCATION/EXPERIENCE

- Bachelor's Degree in marketing, public relations or a business-related field. Or, alternatively, a proven track record of success in a B2B sales position.

### INCOME

Pay is based on education, experience, technical expertise, and overall ability to perform the job. We are looking for someone who wants to earn six figures. We offer a guaranteed base wage of \$50K per year. However, our commission schedule will pay a top performer well in excess of \$100,000 per year.

Other benefits include health and dental insurance, one week paid vacation after 180 days of employment, 2 weeks paid vacation after one year, 3 weeks after 3 years, 4 weeks after 6 years, and a paid day off on your birthday!

If you're smart, talented, and motivated, and if you want a challenging *and* rewarding career, this is the job for you! E-mail a detailed cover letter, along with a salary history and your resume to [DaveSaxton@North-American-Recovery.com](mailto:DaveSaxton@North-American-Recovery.com). If you'd like to know more about our company visit our website or social media: [www.North-American-Recovery.com](http://www.North-American-Recovery.com), [NAR on LinkedIn](#), [NAR on Facebook](#).

Equal opportunity employer.