



Major Account Sales District Manager Trainee

Contact: AUTOMATIC DATA PROCESSING

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https://ca-alameda.countybuyselltrade.com/jobs/major-account-sales-district-manager-trainee_pleasanton_236050

Address:

Pleasanton

Price:

Check with seller

DetailsApply

Begin a New Sales Career at ADP. ADP is a global leader in Human Capital Management (HCM) helping over 600,000 companies across the globe manage their most valuable asset -- their employees. For 60 years, we've led the way in defining the future of business outsourcing solutions. We remain one of the world's most innovative, diverse and admired companies to work for today. Our unmatched experience, deep insights, and cutting-edge technology have transformed human resources from a back-office administrative function to a strategic business advantage.

Every day, our amazing sales team provides over 40 innovative solutions to their clients, gaining their trust and a long-term partnership. When you join us, you'll be part of a high-performing team that truly values your contributions, and in return, rewards you handsomely.

Major Accounts Sales:

As a Major Accounts District Manager, you will identify and cultivate new business opportunities by driving strategic HCM initiatives within organizations containing 50-999 employees. You must be able to effectively work with internal and external partners, independently manage a full sales cycle, and accurately forecast sales while managing a pipeline four times your assigned quota. We are seeking high energy District Managers with previous experience selling a robust solution in a fast paced environment. At ADP, you will have the opportunity to sell our entire suite of 40+ solutions and services to C-level Executives without vertical boundaries. You will be able to grow your own business while still having the support of exceptional sales leadership, continual sales training, advancement opportunities, and industry-leading



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