



## Outside Sales Representative

***Looking for a sales career with unlimited earning potential? Technology sales are where the growth is!*** We seek **Outside Sales Representatives** for offices throughout Michigan.

BOSS Business Solutions proudly serves businesses in several Michigan locations with the technology to produce, copy, store and retrieve their documents and critical information. As an authorized dealer of the Copystar, Sharp, Oki and Muratec copier and printer lines we have products to help small and medium-sized businesses be more productive.

***In this role you'll be the BOSS of your future!***

- **Be goal driven!** Work with existing customers and prospect to create new account opportunities to reach your personal and professional financial goals *(with no cap on commissions -- the sky's the limit!)*
- **Be creative!** Use your imagination to develop lead generating strategies through cold calling, appointment setting and territory planning.
- **Market the latest technology!** Present the very latest in office technology to C-level buyers *("Let the BOSS work for you" with support from a leadership team and service department built on superior service!).*
- **Form long-term relationships to grow your account base!** As the account executive, build your base of business (and build your commission stream for years to come!)

***We'll give you the tools you need to be successful:***

- Direct access to local leadership
- Flexibility of independent company to support your customer needs and get the deal done
- Phone allowance
- notebook computer
- car allowance

- new hire training on our product offering
- Continuous sales training to keep sharpening and growing the skills you need to achieve your goals.

***For your hard work you'll be rewarded with:***

- Cost-shared company medical, prescription and dental insurance coverage (if you decline coverage for any reason we offer a monthly reimbursement added to your compensation)
- Competitive salary PLUS an aggressive commission program
- 401K with an employer match component
- Paid Time Off (PTO) and company-paid holidays
- Career advancement opportunities

***To be successful in this role you'll need:***

- Proven outside (B2B) sales experience required. Experience in copier industry, technology or solution sales preferred.
- Bachelor degree preferred but not required
- The ability to look for new customers and new business within existing customer accounts.
- Ability and willingness to gain access to C-level buyers and ask questions to uncover their technology needs.
- Proven results in closing sales.
- An affinity for technology and the ability to show how it can help local businesses achieve their goals, take care of their customers and help their employees be more productive.

At BOSS Business Solutions, we're looking to grow our business. Are you looking for a long-term career in sales in a growth industry with career advancement opportunities? If so, email your resume to [careers@useboss.com](mailto:careers@useboss.com).