



- About ADP

Automatic Data Processing, Inc. (NASDAQ: ADP), with nearly \$9 billion in revenues and over 585,000 clients, is one of the world's largest providers of business outsourcing solutions. Leveraging nearly 60 years of experience, ADP offers a wide range of HR, payroll, tax and benefits administration solutions from a single source. ADP's easy-to-use, cost-effective solutions for employers provide superior value to companies of all types and sizes. ADP is also a leading provider of integrated computing solutions to auto, truck, motorcycle, marine and recreational vehicle dealers throughout the world. For more information about ADP visit the company's Web site at www.ADP.com.

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ADP, a fortune 300 company and the world's largest payroll provider, servicing over 550,000 clients and grossing over 8 billion in revenue. As we continue to grow we're looking for individuals who are self-motivated, consultative and enjoy high-energy outside sales. We're on the move and invite you to become part of our dynamic sales team!

You will be responsible for and need to possess the following:

A top-down sales approach targeting CEOs and decision makers to convert prospects into clients in a zip code protected territory

3-10 years in a quota driven sales position, and must have excellent prospecting and new business development skills

We prefer strategic (non-commodity) sales experience in technology, outsourcing, business products, services, or Human Resource Solutions

The ability to cross-sell into an existing base of clients

Becoming a SALES REPRESENTATIVE at ADP-Total Source is about providing relief to small/mid-size businesses. Our PEO (Professional Employer Organization) offers them a full-suite of human resource administrative services to relieve them of the enormous burdens of being an employer.

Should you become a SALES REPRESENTATIVE, our compensation package provides additional support during your training, when you need it the most.

It gets better:

Competitive base salary with uncapped commissions- OTE is \$120K

Comprehensive benefits package that starts on your first day

World-class training

Pension plan, 401K with company match and ADP stock purchase/option plan

Car and expense allowance

Promotion from within philosophy for top performers

Named one of ?America?s Most Admired Companies? by Fortune

Ability to achieve President's Club-Destinations have included Aruba, London and Monte Carlo

This is a unique and exciting opportunity for the right type of person. The financial gains can be great? But it takes a dedicated individual to capitalize on the potential. Visit the ADP-Total Source career site now to apply online.

ADP Total Source Bottom line, Your Career just got better

ADP is an Equal Opportunity/Affirmative Action Employer; M/F/D/V. ADP believes that diversity leads to strength.

**Qualifications Required
(Experience, Skills, Academic):**

Qualified candidates are degreed, money-motivated, aggressive, career oriented and average 1-5 years DOCUMENTED sales achievement in a fast-paced, quota-driven sales environment. Preferred strategic (non-commodity) sales experience in technology, outsourcing, business products, services, or Human Resource Solutions. Significant computer literacy will increase your competitive edge. ADP wishes you the best in your endeavors. ADP is an Equal Opportunity Employer who values the diversity of its products and people. The business difference is at www.adp.com. ADP is an Equal Opportunity/Affirmative Action Employer; M/F/D/V. ADP believes that diversity leads to strength.

Education:

Some College

Job Category:

Sales

Area of Interest:

Outside Sales