

Be ethical. Be collaborative.  
Be responsible. Be considerate.  
Be curious. Be helpful.  
**Be Paychex.**

**More than just a paycheck.** Paychex is the leader in the small to mid-market space for Human Capital Management. We help business owners and leaders attract the best talent through streamlined human resource processes and benefits packages while at the same time maximizing the productivity of their employees once onboard.

**But wait, there's more.** We have a lot to be #paychexproud of here:

- *Selling Power* magazine, **Top Companies to Sell For**
- *Training* magazine, **Top 125** training organization for the **20<sup>th</sup> year in a row**
- National Business Group on Health, **"Best Employers for Healthy Lifestyle"**
- *Ethisphere Institute*, **World's Most Ethical Companies**
- *FORTUNE* magazine, **World's Most Admired Companies**
- *Forbes* magazine, **World's Most Innovative Companies**
- *Forbes* magazine, **The Best Employers for Diversity**
- #1, *PlanSponsor* magazine, total number of 401k Recordkeeping Plans in America
- *Business Insurance* magazine, **Best Places to Work in Insurance**
- Honored with **Brandon Hall Group Excellence Award in Technology** for Paychex Flex
- Recognized as the provider of the **"Best HR Outsourcing for Small Businesses"** by *Inc.com*

**In the role you will:**

- Market and sell our suite of services by prospecting and acquiring new clients.
- Create, manage, and advance accounts, leads, and opportunities in company's CRM system (Salesforce) and provide accurate sales activity and forecasts.
- Collaborate with key referral sources, including Accountants, Banks, and existing Paychex clients, with the goal of education, consultation and to secure referrals to end user sales.
- Schedule and conduct meetings with existing and new channel accounts through telephone calls, targeted email campaigns, and corporate marketing programs, as directed by Sales Management.
- Develop rapport and evaluate the business owner/decision maker's HCM needs determining which products are appropriate and referring to internal partners as needed.
- Project a positive image consistent with our values in representing Paychex to clients & the community.
- Strive to consistently gain technical, competitive and sales skills knowledge to stay agile and relevant in today's business climate.

**The Sales Consultant position at Paychex offers:**

- Base salary plus stipend, and uncapped bonus/commission, and additional allowance
- Comprehensive benefits package – Medical, Dental, Prescription, Stock purchase plan, Stock options, Life Insurance, Tuition Reimbursement, 401k, an incredible PTO policy & more
- Recognition and bonus programs (Sales Award Trips – Maui, Hawaii, Bahamas)

Paychex training program was recognized for the **20<sup>th</sup> year in a row on Training® Magazines Top 125 list** for world-class training and development programs.

Paychex can offer a top-performing individual any of the following career path opportunities:

- Individual contributor roles in one of our other business lines – Paychex has divisions for Channel Centric, Major Markets, HR Services, 401k, PEO, Health & Benefits, Enterprise Accounts, HR, Operations
- Sales Management, Training & Development, Operations Management