



BE YOU. BE GREAT



A more human resource.™

ADP is hiring motivated Sales Intern with potential to grow into Associate District Managers. We're looking for self-starters to join our Outside Sales team in closing sales and winning business for ADP. Does this sound like you?

- **Entrepreneurial spirit.** A dreamer and a doer who is optimistic about possibilities, passionate about seeing your vision come to life, and takes thoughtful risks to get there.
- **Go-getter. High-reaching and unstoppable.** A can't-stop-won't-stop attitude and an urge to persevere until you reach the goal.
- **Game changer.** Out-of-the-box thinker who transforms problems into solutions, ideas into action, plans into results.
- **Insatiable desire to learn.** Motivated by continuous learning with a hunger to grow, become, do, share, and give more. Embraces opportunities and challenges the status quo.

First things first: We believe people make great companies, not the other way around. Our people make all the difference in cultivating a down-to-earth culture where ideas are welcomed and innovation is encouraged. The result? We're changing the world of work with our HR solutions that help companies of all sizes focus less on work and more on success.

Speaking of success... As our next Sales Intern, you'll shadow an Outside Sales Representative to learn how to identify and cultivate new prospects, cross-sell solutions to existing clients, and ultimately, win new business for ADP. Even better: We'll set you up with the tools, training and support you need to connect with leads, ranging from Fortune 100 corporations to small start-ups. And when you make a name for yourself at ADP, doors will open for advancement opportunities to an Associate District Manager role, as well as industry-leading compensation and even luxurious trips.

WHAT YOU'LL DO: *(Responsibilities)*

- Grow your skills while learning to build a network of key decision makers
- Drive our business forward by supporting an Outside Sales Representative with developing and executing a cold calling strategy to prospects for ADP solutions
- Turn prospects into loyal clients and raving fans while gaining experience with mining existing and prospective clients for referral business
- Cross-sell across the ADP product family by introducing other solutions to existing clients.

EXPERIENCE YOU NEED: *(Required qualifications)*

- Ability to cold call with assertive, positive and persistent style
- Aptitude for acquiring sales skills and product knowledge
- Proven customer service and relationship building skills

BONUS POINT FOR THESE: *(Preferred qualifications)*

- Goal oriented and ambitious attitude with capacity and drive to reach and exceed quotas
- Organized, with effective time management skills
- Ability to work independently and with a team
- Capacity to work under pressure
- Strong work ethic with a commitment to building a career path

If you've made it down this far, we have to ask: *What are you waiting for?*