



Mora&Associates
HR Search and Consulting

Consulting Associate, Major Accounts (Outside Sales Rep)

Company Name: Mora&Associates HR Search and Consulting
Experience Level: 3 - 5 years related sales experience
Employment Type: Independent Contractor (IRS 1099 will be issued)
Salary/Wage: Commission up to 25% of sales
Location(s): Houston, Texas and Austin, Texas (2 positions)

Position Summary

This is an independent contractor position for an outside sales representative. The sales rep will be responsible for initial and ongoing sales contact with decision-makers with the goal of driving sales of HR consulting services. Mora&Associates is a startup search and consulting firm with a small established customer base in the Houston metropolitan area so the market is fairly open in Houston and the Austin market is completely unrestricted. As such, it is essential that the qualified candidates for these positions have the ability to drive sales in a startup environment. Experience within the human resource industry is helpful. Ideal candidates will be highly motivated self-starters with strong communication skills and solid sales experience.

Key responsibilities will be to:

- Generate new HR service and consulting assignments in each market.
- Establish, maintain, and strengthen relationships with key decision makers within target organizations.
- Manage sales processes from initiation through completion.
- Represent the firm at business and industry events including networking, professional development activities, and various conferences.

Personal Attributes

- Should be committed to client satisfaction, be known for thoughtfully considerate and proper treatment of professional contacts, and possess a high degree of integrity
- Highly organized self-starter who is able deliver results.
- Independent and confident personal style.

Expertise Desired

- Business Development; Customer Service; Human Resources; E-marketing; Marketing; and Sales

Requirements

- 3 - 5 years related sales experience.
- Familiarity with the Human Resource industry.
- Outstanding listening, written and oral communication skills. Particularly, the ability to interact credibly with people from all levels of an organization, both in person and on the telephone.
- Must be adept with use of on-line marketing and social networking tools (Constant Contact, LinkedIn, Twitter, Facebook, etc.) to generate awareness and interest.
- Experience using a variety of data management and other research tools in managing business information.

Compensation

Commission up to 30% of sales. Additional compensation may be derived from commission on completed search assignments initiated by Consulting Associate.

Interested applicants should email resume and letter of interest to:



Mora&Associates
HR Search and Consulting

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