



***Are you ready for the next step in your sales career?  
Do you want to be part of a growing company?  
Do you want to work in a fast pace dynamic environment?***

HireRight is growing! We are looking for energetic, enthusiastic people who are eager to learn. This is a great position for someone looking to start a career in corporate sales.

### **Company Overview**

Trusted by more than one-third of the Fortune 500, HireRight is a leading provider of on-demand employment background screening, drug and health screening, and employment eligibility solutions. Our award-winning products and services help employers around the globe improve hiring decisions, create safer workplaces, achieve compliance, avoid risk, and better manage their employment screening programs.

As one of the fastest growing and largest companies in the industry, HireRight's success is the direct result of our talented, driven employees. A collaborative and results-oriented environment helps us meet and exceed the expectations of our approximately 50,000 customers in all that we do. HireRight has been nationally recognized for innovation and customer satisfaction with prestigious awards such as the HR Executive Top HR Technology Product of the Year Award and the CustomerSat Achievement in Customer Excellence (ACE) Award.

HireRight is an Altegrity company. HireRight, Inc.'s worldwide headquarters are located in Irvine, California, with 15 offices and affiliates around the globe. For more information, visit [www.hireright.com](http://www.hireright.com).

### **About the position:**

As a Sales Executive, you will work with our Small Business sales team presenting HireRight products and services to our prospective customers and is specifically focused on selling the HireRight Express solution. You will call on companies with 101 – 500 employees. This role is an inside sales, quota carrying position, that will operate in a high volume transactional environment.

This position can be located in Irvine, CA or Nashville, TN.

### **Position Overview**

#### **Key Responsibilities:**

- Convert qualified leads with decision makers within the small market
- Recognize opportunities for revenue growth; offer solution based solutions; obtain customer commitment; facilitate delivery of product
- Increase the pipeline for assigned geography
- To familiarize yourself with all of HireRight's products and product offerings

#### **The following skills and experiences are necessary to be successful in this role...**

- Education: BA or BS in Business, Marketing or related field preferred, or equivalent employment experience
- Experience: 4 years Sales, preferred outbound calling or related experience
- Excellent communication skills, both written and verbal
- Strong telephone presence
- Ability to multitask and prioritize successfully
- Strong time management skills

- Solid internet, MS Office and SalesForce or CRM experience
- Proven track record of achievement, in a sales environment
- Demonstrated ability to work in a team environment

**TO APPLY: Click on this link to go directly to the posting on our website: <http://bit.ly/HireRight-Sales-SmallBiz>**

In return for your results, HireRight will provide you with the opportunity to develop your full potential in an entrepreneurial e-commerce environment. HireRight offers an excellent employee benefit package:

- Medical
- Dental
- Vision
- Paid Life/AD&D Insurance
- Voluntary Life Insurance
- Short & Long Term Disability
- Flexible Spending Accounts
- 401K (with company match)
- Vacation/PTO
- Education Assistance Program
- 10 Paid Holidays
- Wellness Program
- Employee Discounts and Rewards (24 Hour Fitness, Dell Computers, Fun Express, T-Mobile, Liberty Mutual Insurance, Costco Membership, Ergonomic Home Office Solutions, UCI Extension Courses and SPOT Award)
- Casual Dress Code
- Generous Referral Program
- And much much more!

**Hire Safe. Hire Smart. HireRight.**

*\*Employment contingent upon successful completion of background investigation. Pre-employment drug screening required. All resumes are held in confidence. No recruiters or agencies without a previously signed contract. No faxes please. Only candidates whose profiles closely match requirements will be contacted during this search.*

***HireRight, Inc. is an Equal Opportunity Employer.***