



*Are you ready to start a 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.

About the position:

As a Sales Executive - Micro Segment (SE-M) 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. 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.

Key Responsibilities:

- Meet or exceed monthly/annual sales goals and objectives including standards of performance.
- Identify, develop, and close leads, opportunities, and new sales of HireRight products and services through both inbound and outbound telesales activities.
- Originate outbound cold/warm calls to prospects based on industry knowledge, website hits, leads from marketing initiatives, prospect lists purchased or generated internally.
- Recognize opportunities for revenue growth and increase pipeline within an assigned market.
- Acquire and maintain industry and product knowledge.
- Maintain real time information on leads, opportunities, and accounts in Salesforce.com.

About you:

- High school and/or college graduate.
- Have minimum of 6 months company and/or inside sales experience.
- Goal oriented and self-motivated with an ability to work in an entrepreneurial environment.
- Flexible, enthusiastic, demonstrate resourcefulness, a strong problem solver, and possess good human relations skills; able to think independently or in a team environment and make sound decisions; able to build and maintain a strong opportunity pipeline from a combination of cold/warm call, e-mail and snail mail nurturing efforts as well as client and referrals, trade shows and other lead generating activities.
- Have excellent interpersonal and communication skills (listening, verbal, written and presentation).

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

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.