



# HURWITZ STRATEGIC STAFFING, LTD.

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*PROMOTING THE HIRING OF VETERANS OF THE U.S. ARMED FORCES AND MERCHANT MARINE.*

## **Sales Director – Brooklyn, New York**

My client, a dynamic corporation which, for the past eight years has been providing clients with services to consolidate their financial statements across multiple platforms, is looking to further expand their national client base. Currently servicing companies with revenues of up to eight figures, the company seeks a dynamic self-starter with a minimum of two years' B2B sales experience and who has a good understanding of financial reports and basic accounting principles.

Following up on leads provided by the Director of Marketing, as well as those they generate themselves, the Sales Director will be responsible for shepherding prospects through the entire sales process, focusing not only on acquisition but also retention. (Currently, the company boasts an 80% client retention rate.) This is a full-time position. While candidates must be local, the Sales Director, after they have learned the business to the satisfaction of management, will be allowed to work remotely a number of days a week.

In addition to the above, the ideal candidate will be entrepreneurial and independent, with a proven B2B sales record. Moreover, they will have strong prioritization, communication, and interpersonal skills. As stated, they must have a basic knowledge of accounting principle and financial reports.

The compensation package is \$75,000 to \$100,000, the exact details of which, including commission which could increase the total, to be negotiated. The employee will be able to use pre-tax dollars to pay into the company medical insurance plan. Additionally, the Director will receive 10 personal vacation days and 5 sick days, as well as Federal and all Jewish holidays.

*NOTE: To be considered for this position candidates must be authorized to work in the United States, live in Brooklyn, NY or its immediate environs, have a minimum of 2 years' B2B sales experience, and must have a good understanding of financial reports and basic accounting principles.*

**To submit your candidacy, send a cover letter, along with your resume, to Bruce Hurwitz at [bh@hsstaffing.com](mailto:bh@hsstaffing.com). Qualified candidates will be contacted within 2 business days. No phone calls please.**