



Workforce Management Sales Consultant

Company Overview

Advanced Time is a workforce management company based in Michigan. Our mission is to empower customers to reach their full potential by providing simple solutions to their most complex workforce and people management challenges. By providing our solutions, we free our customers to spend time and energy on what's truly important to them and their business.

We are looking for a high performing professional to join our team.

Position Overview

This is a full-time, salaried position. It is preferred that the candidate reside within a few hours driving distance to our Canton, Michigan office for in-person meetings and on-site client presentations when required.

The Workforce Management Sales Consultant will play a critical role in the growth of our Workforce & People Management products and services. As a Workforce Management Consultant you will be responsible for building relationships with prospective clients and partners to create new revenue opportunities for Advanced Time. You will prospect, conduct discovery calls, give presentations and demonstrations, prepare proposals, and bring new companies to our business.

Mission

The Sales Consultant's mission is to provide Workforce & People Management Software and Services that help companies grow while nurturing our culture of growth. This sales professional will boost top-line revenue growth, customer acquisition levels and profitability by accomplishing their core responsibilities.

Responsibilities

1. **Prospecting:** Identify and develop new prospects by developing relationships with potential partners. Educate and bring value to prospects throughout the sales process.
2. **Collaboration:** Work with our marketing, training, and implementation teams to develop and execute a strategic sales approach that will provide the best possible solution for each customer.



3. **Administrative:** Leverage Salesforce CRM to manage sales activity and pipeline. Maintain all opportunities and record progress. Update Salesforce daily to ensure that all sales activities are tracked.
4. **Sales Goals and Objectives:** Meet or exceed assigned activity thresholds. Build and manage pipeline of qualified prospects to meet or exceed goals.
5. **Presentations, Discovery, Consultation:** Create high-impact presentations that highlight the benefits of Advanced Time offerings in response to the needs of the prospect. Develop and present proposals with recommendations to clients based on consultative selling approach.

Proficiencies

- Persuasive with strong closing skills
- Superior verbal and written communications skills
- Proficient in clearly and concisely explaining complex issues
- Outstanding listening and questioning skills
- Ability to thrive in a team-based environment

Requirements

- **Education**
 - Bachelor's Degree or commensurate work experience preferred
- **Experience**
 - 2-3 years of proven excellence in sales, sales development, or sales support role
 - Track record of success selling Payroll or HR software preferred
 - Strong organizational skills
 - Proven relationship-building skills
 - Broad business sense as well as demonstrated sales competencies
 - Proactive, results-oriented approach to sales
 - Experience with Salesforce preferred
- **Values**
 - High level of personal integrity, ethics, initiative, and interpersonal skills
 - Resonate with Advanced Time's core values

How to Apply

To apply, please submit the following via email to careers@advancedtime.com:

1. Cover letter and PDF of resume
2. Tell us how you heard about this position
3. If available, please provide your Kolbe A assessment