

The logo for HKA Staffing Services features the letters "HKA" in a large, bold, teal serif font. A thin teal arc curves over the top of the letters. Below "HKA", the words "Staffing Services" are written in a smaller, grey, sans-serif font.

HKA

Staffing Services

POSITION: Business Development Representative, Inside Sales

LOCATION: Northbrook IL

SALARY: Base salary (based on experience) plus commission

Position Overview:

- Opportunity to be key contributor to this innovative growing company
- Will be responsible for promoting and developing new business from attorneys and law firms
- Establishing and building relationships with attorneys and law firms

Essential Job Functions:

- Calling via telephone on attorneys and law firms to explain value added service which benefits their clients
- Fulfill immediate requests from attorneys, taking applications over phone, gathering case information and be able to determine viability of case in suitable time frame in order to service attorney request for client
- Maintain complete notes in proprietary CRM system
- Trained to manage case files independently by developing skills to evaluate and underwrite new personal injury cases
- Travel to trade shows to promote and develop new business (1 - 2 times per year)

Skills Sets Required:

- Prior business to business sales experience (2 years)
- Excellent communication and organization skills
- Must have good PC skills [*Microsoft Word, Excel*]
- Strong persuasive telephone skills

Education Required:

- College graduate - 4 year degree

If you meet our client's criteria as noted above, please call HKA for immediate consideration
1-847-998-9300