



Position: Sales Development Representative
Reports To: Branch Manager / Sales Manager

About Us:

Synerfac is an industry-leading and growing recruitment company focused on providing opportunities. We provide technical staffing services and help businesses grow by solving their biggest recruitment challenges.

- For our clients – we provide staffing services that enable them to focus on their core competencies which will add value to their businesses.
- For our employees – we provide permanent and temporary assignments that complement their job skills and experience while providing professional and financial rewards.
- For our staff – we provide careers that are balanced, uplifting and carry the highest rewards by continually improving our business process.

Primary Duties & Responsibilities:

- Identifying new business opportunities through cold calling and researching new prospects
- Navigating initial prospecting phone calls
- Listening to the client's needs and providing a solution
- Securing meetings with prospective clients
- Traveling to new client's and prospect's sites
- Handling objections and building rapport with prospects

Qualifications:

- Bachelor's Degree
- Customer Service experience preferred
- Competitive Spirit
- Proactive & coachable
- Resilience & problem-solving skills
- Personal Accountability
- High attention to detail
- Professional Integrity

Projected Earnings for Top Performers:

- Year 1: 45k – 65k
- Year 2: 60k – 90k
- Year 3: 75k – 125k

Benefits:

- Base salary + uncapped earning potential
- Performance-based incentives
- Continuous education & ongoing training
- Dental, health & 401(k)
- PTO & paid holidays
- Summer half-day Fridays every other week

Schedule:

- Monday to Friday
 - 8am - 5pm

Work Location: In person, on-site 5 days a week