

Job Title: Business Development Manager - Background Screening Industry

About Us:

Nationwide Screening Services is a leader in providing comprehensive background screening services to businesses across various industries. We are committed to delivering reliable, accurate, and timely background checks to ensure that our clients make informed decisions in their hiring process. As we expand our operations, we are looking for a motivated and results-driven Sales Representative to join our team.

Position Overview:

We are seeking a dynamic Sales Representative to drive new business and build lasting relationships with clients in the background screening industry. In this role, you will be responsible for identifying potential clients, generating leads, and closing sales to help grow our customer base. If you have experience in sales, a passion for the industry, and a proven track record of success, we would love to hear from you!

Key Responsibilities:

- Identify and target potential clients (small to enterprise-level businesses) in need of background screening services.
- Conduct cold calling, networking, and prospecting to build a strong pipeline of leads.
- Present and demonstrate our background screening solutions to potential clients, highlighting the value and benefits of our services.
- Prepare and deliver compelling sales presentations, proposals, and quotes.
- Negotiate pricing and contract terms to close deals successfully.
- Maintain an up-to-date CRM system with lead and client information.
- Follow up on leads and client inquiries to ensure excellent customer service.
- Work closely with internal teams to ensure smooth onboarding of new clients.
- Achieve monthly and quarterly sales targets and objectives.

Qualifications:

- Proven experience as a Sales Representative, ideally in the background screening, HR, or related industries.
- Strong knowledge of background screening services and the importance of compliance.
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain relationships with clients at all levels.
- Self-motivated and driven to meet and exceed sales goals.
- Experience with CRM software and Microsoft Office Suite.
- Ability to work both independently and as part of a collaborative team.
- A strong network within HR, recruiting, or risk management industries is a plus.

Benefits:

- Competitive salary + commission structure.
- Health, dental, and vision insurance.

- Paid time off and holidays.
- Opportunity for career advancement and professional development.
- Collaborative and supportive team environment.
- Remote work flexibility (if applicable).

How to Apply:

Interested candidates should submit their resume and a cover letter explaining why they are the right fit for this role to Info@nsshire.com.