

Compensation Guide

Outside Sales Representative

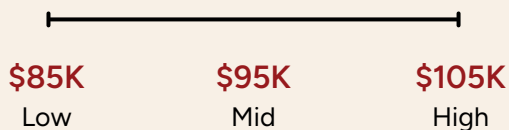


An **Outside Sales Representative** is responsible for generating new business and maintaining relationships with existing clients by conducting sales activities outside the company's physical office.

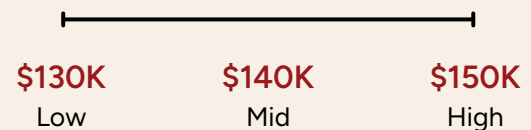
Outside Sales Representatives actively seek new sales opportunities through relationship building, networking, cold calling, and referrals.

Compensation

Base Salary



On Target Earnings (OTE)



What makes a successful Outside Sales Representative?

- Goal oriented with a strong focus on **driving performance** and success in sales.
- Consultative Sales approach with **hunter mentality**.
- Strong relationship building and communication skills.