



McKinstry  
Division

McKinstry & Division Law Firm  
P.O. Box 987  
Suquamish WA 98392  
360-598-4952 voice  
509.278.9792 fax  
www.CreditorLawFirm.com

## JOB OPENING Part-Time Sales Rep

**McKinstry & Division Law Firm**, a collection and creditor-rights law firm is expanding its collection services to include: NSF check recovery, check authorizations, electronic check conversion, and credit card processing to retailers, wholesalers, and service providers. We are seeking the right sales candidate to join our team.

### **JOB SUMMARY:**

McKinstry & Division is a non-traditional law firm that focuses on entrepreneurial goals and programs. We are seeking a tenacious and motivated individual to sell NSF check recovery and credit card services to new accounts and manage the base business by selling additional products. The position is local, involves no over night travel, is both challenging and rewarding, and one in which you will work predominantly on your own. If you're a self-disciplined and organized individual that can demonstrate a track record of sales success, have a strong desire to be a winner, and who delivers what they promise, we would like to talk with you. Experienced check service and bank card sales representatives are welcome. Because this position is flexible and self-directed, it is ideal for those who want to work part time and at their own pace.

### **SALARY AND BENEFITS:**

We offer a part-time salary for the first 90 days, plus commissions (uncapped), residuals and bonuses. Your income potential is limited only by your ability to work smart and hard once you have built a good base of clients within your portfolio. Your income for the first 90 days will be subsidized, but will increase substantially with residual income as new clients become established. We project that, on a part-time basis with only 1 new account per week, you will have residual income of approximately \$30,000 after one year, plus bonuses and other commissions. You simply need to be consistent and patient.

### **QUALIFICATIONS:**

Must have reliable vehicle, Driver's License, basic math skills and business principles. Bank card/credit card sales experience preferred. College degree preferred but not required. 1- 5 years outside sales experience preferred. Computer skills which include: Internet, MS Office products, and ability to learn other software programs. Must be teachable, persistent and able to network and build relationships.

### **Other Preferred Sales Traits:**

- Ability to cold call accounts and close business is essential. 90% outside sales required. Unlimited potential for self motivated high achievers.
- Two years previous Outside Sales experience
- Excellent communication skills.
- Networking and business development skills a plus
- Strong Time Management skills
- Self motivated / entrepreneurial spirit
- Competitive nature and results driven personality
- Ability to work effectively independently and in a team environment
- College degree plus or equivalent
- Knowledge of bankcard industry a plus
- PC Literate

**TO APPLY:** Please email your resume to [mcleverley@creditorlawfirm.com](mailto:mcleverley@creditorlawfirm.com)