

## Salary: Commission only with future opportunity for full time employment for interested and qualified candidates

### ABOUT THE JOB:

Provident Spend Management has been hired as the exclusive sales agent for "Supply Tigers Inc." to sell the SupplyTigers.com offering throughout the U.S. market.

We're looking for sale agents and individuals interested in an unlimited sales commission opportunity with the potential for future full time employment and are actively pursuing people in several cities.

Supply Tigers' mission is to help U.S. manufacturers become more profitable and competitive in the world market. SupplyTigers.com is a web-based buying portal for companies to buy indirect supplies and benefit from pre-negotiated supplier agreements and aggregated spend volume. It is a fast, simple and comprehensive web-based portal that provides the added value of control, visibility and price to customers when ordering indirect supplies.

We're looking for sales people to bring new customers to the Supply Tigers portal. Commission will be paid on all purchases made through the web site. This is an ongoing commission activity whereby customers will be buying supplies daily/weekly through the site. All such activity is credited to you for commission payment, including ongoing expansion of purchasing facilitated via inside sales support.

### POSITION DESCRIPTION:

- Responsible for prospecting new accounts
- Identifying and pursuing new customer opportunities within the assigned territory
- Developing and sustaining sales relationships with key decision makers within an organization
- Creating and executing a territory sales plan to drive sales activity
- Educating prospects on the Supply Tigers offering
- Enrolling customers to take advantage of the Supply Tigers offering and working with customer service to on-board new customers to the site
- Communicating with inside sales and customer service to help facilitate and foster an exemplary customer experience
- Meeting with customers periodically to help ensure customer satisfaction and understand their evolving needs for indirect supplies
- Building long-term, productive and mutually beneficial new customer relationships
- Providing firsthand feedback and recommendations on our sales and marketing efforts based on direct experience with customers and potential customers

### POSITION REQUIREMENTS:

- Highest level of integrity in all business dealings
- Excellent verbal, written and interpersonal communication skills
- Strong time management and organizational skills
- Ability to identify opportunities, negotiate and manage sales, manage business needs
- Proven track record of successful business to business selling

### POSITION ATTRIBUTES:

- Highly motivated self starter with high energy
- Sense of urgency with a focus to get things done
- Ability to establish and manage your own agenda with strong time management and organizational skills
- Entrepreneurial work style
- Resilience and ability to handle rejection and accept criticism in a positive and growth oriented manner
- Strong web-based demonstration skills required
- Strong in-person and telephone presentation skills
- Flexibility and willingness to modify approach as customer circumstances require
- Tenacious and success oriented

### WHAT'S IN IT FOR YOU?

- Career growth and full-time opportunities in Provident's core spend management business for interested salespeople who prove themselves in this role. Provident provides its employees with base salary, commission and a comprehensive suite of health and other benefits packages seldom found in other businesses
- Unlimited commission on all purchases made through the Supply Tigers site from companies you enroll.

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If interested, please contact: [sales@provspend.com](mailto:sales@provspend.com) • Please review our website: [providentspendmanagement.com](http://providentspendmanagement.com)  
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