



Are you a driven, enthusiastic sales professional with experience growing existing business? If so, we want to talk to you!

Our Business Development person will build relationships with our current VIP customers and increase sales in our BookSource and Publishing divisions.

More detail on each of our services can be found on our website at www.hpcinternationalinc.com.

What We Offer:

- Generous base salary plus bonus based on growth
- Great health insurance – company pays 77% of your premium for medical, and 100% of your premium for dental, vision, and disability insurance!
- Simple IRA with company match
- Generous Paid Time Off plan plus 12 annual holidays

What You'll Be Doing:

- Building Relationships with Existing and New Customers for books HPC has published through our in-house Publishing division and other publications we distribute through our BookSource division
- Increase business with Existing Customers in our BookSource and Publishing divisions
- Driving sales and finding new customers for newly released Hilton Titles HPC has published through our Publishing division
- Build relationship with HPC's authors and use their connections and expertise to increase sales of their books
- Track correspondence and sales results for all accounts in Salesforce
- Meet weekly with the Leadership Team to discuss sales updates and review results based on monthly, quarterly, and/or annual sales goals
- Recognize and seize opportunities to upsell new products/services
- Manage current assigned accounts and recognize and proactively correct service issues, if and when they arise, to maintain positive relationships
- Support HPC marketing department by networking with prospects in LinkedIn & other social media
- Collaborate with Sales Executives and other HPC departments to grow our business
- *While we expect that these will be your primary responsibilities, the reality is that we are a dynamic company – no two days will be exactly the same and we can guarantee you'll never be bored!*

What You'll Need to Succeed:

- 2+ years of B2B sales experience
- Ability to work effectively and independently from either our office in Crown Point or your home office. We are looking for the right person, regardless of where you live.
- Travel as needed to HPC headquarters in Crown Point, IN and/or to client sites (we expect travel to be minimal)
- High degree of business acumen and professionalism – you'll be corresponding with prospects and customers of all types of backgrounds, up to and including the C-Suite
- Proficiency with MS Office Suite – you'll be doing things like creating professional documents and presentations, and using Excel to analyze client's purchase history files.

- The passion to read and learn about the different types of books and other publications HPC sells so you can identify the best target customer audiences for each product and assist customers with buying what they need

Who We Are:

Founded in 1996, HPC is the partner that companies and healthcare organizations turn to for all their book & e-Book needs this would include medical coding books, patient education materials, study materials, nursing & pharmacy guides, magazines, any book an organization would need HPC can get. HPC is a vetted supplier with national Group Purchasing Organizations (GPO's) – including HealthTrust, Vizient (formerly Novation + MedAssets) and Premier – which provide access to trusted vendors like HPC for thousands of hospitals, health systems, IDN's, clinics, physicians, K-12 schools, universities and corporations across the U.S. HPC is the preferred supplier partner on these contracts for books/publications, library services and education/concierge services.

Sounds great, right? Here's what's next –

Apply online, email your resume to careers@hpcinternationinc.com.