

On the Fast Track: Oxnard Staffing Firm Sales Rep Sprints to the Finish Line

June 04, 2021

June 04, 2021 - PRESSADVANTAGE -

Oxnard CA, May 20, 2021 ? Express Employment Professionals very own Business Development Specialist, Rene Lopez, made it through a rigorous 26-week production goal program known as Fast Track. He completed the sales incentive program in 20 weeks. This incentive program designed by the Oxnard staffing firms Headquarters is designed to help Sales Representatives launch their Careers with Express Employment Professionals and to help with the growth of the branch. In order to hit the goal, the Sales Rep must be dedicated to sales activity, persistent, goal-driven, and collaboration with their team.

Fast Track is awarded to new offices billing 16 clients in one week or a \$60,000 gross margin during the first 26 weeks of business. Resale offices or Oxnard staffing businesses that have Teamed with Express (TWE) must bill 16 clients in one week above their client count baseline or \$60,000 gross margin above their gross margin dollar baseline during their first 26 weeks of business.

The purpose of Fast Track:

- ? Establish the right sales habits early
- ?? Set an early milestone of achievement
- ?? Build the momentum to stay on target and reach Circle of Excellence
- ?? Develop a wide client base

Milestone 1 ?Fast Track? prize package: The owner will receive \$1,000 in Express Blue Bucks.

Lopez had this to say about the accomplishment, ?It was a real team effort. I couldn?t have landed those clients without the help of my team.?

Express has 800 locations and is on a mission to put a million people to work annually. The Ventura County offices began operation in 2006. The teams at Express in Oxnard and Thousand Oaks help as many people as possible find good jobs, by helping as many clients as possible find good people. Express serves a variety of fields, including Professional, Finance and Accounting, Administrative, and Commercial with temporary, evaluation hire, and direct hire employees. For more information, please call our office in Thousand Oaks (805) 418-1111 or in Oxnard (805) 973-1870.

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Express Employment Professionals - Oxnard, CA

Express Employment Professionals of Oxnard, CA is a Staffing Agency that is locally owned and operated providing services for job seekers to find work and businesses to find qualified employees.

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