**Staffing Account Manager**

TalentLock has an exciting opportunity for a driven and motivated individual to take the Staffing Industry in the DMV by storm! This position offers unlimited earning potential, as the more you sell the more you make.

This position is ideal for someone who is wanting to get into the Staffing Industry and to learn the business from the ground up.

Recent college grads that have 2 years of account management and follow up are advised to apply. This position is a 1099 role and you will be provided with unlimited earning potential and unlimited leads!

Job Description

The purpose for this position is to generate new clients through effective sales and marketing practices. Key activities include establishing and maintaining client relationships, telemarketing, direct sales calls and following the Territory Management and Weekly Planning systems. Responsibilities include:

\* Develop new business and increase gross margin profitably.
\* Develop new accounts through telephone and direct sales.
\* Increase current client penetration through telephone, direct sales and customer service.
\* Achieve weekly sales objectives as outlined in the Monthly Performance Standards.
\* Develop repeat and referral business through excellent service and follow-up activities.
\* Follow-up on all business leads from sources within the company.
\* Develop and maintain a schedule of calls utilizing the Weekly Sales Plan and Summary and Target Account List.
\* Regularly follow up with existing clients for the purpose of developing the account to increase business, ensure safety of temporary associates, and verify that they are performing tasks within the appropriate job description.
\* Analyze competitive activity within the territory and know the strengths and areas of opportunity of our competition to assist in the sales process.
\* Interact regularly with the recruiting staff to ensure accurate and complete communication with clients.

Qualifications

\* 2 years' staffing/recruiting experience preferred
\* Experience cold-calling and cold-emailing new contacts and following up promptly
\* Motivated and willing attitude!
\* Professional appearance and demeanor
\* Excellent oral and written communication skills
\* Willingness to to be flexible in work schedule to meet clients needs, but always during normal M-F business hours

Job Types: Full-time, Part-time

Pay: $55,000.00 - $110,000.00 per year