



Account Executive

Job Description:

netPolarity, Inc. is a fast growing full service contingent workforce recruitment firm with presence in over 25 national markets. We have enjoyed a growth rate of over 300% a year since 2001. We are now hiring on all cylinders looking to add a few great Account Executives to our outstanding team.

We proudly offer a challenging environment free of big company politics but yet support and resource pool unmatched by other smaller firms. Our team is highly competitive but supports each other in a very unselfish way striving towards a common goal. We strive to win and enjoy taking market shares away from our competitors. We are sales and customer service driven and believe in providing rich rewards to high producers. We work with a diverse and growing list of Fortune 500 clients coast to coast.

Previous staffing agency or consulting firm experience is a must. Excellent technical understanding in fulfilling either software or hardware positions is strongly preferred. Please do not apply if you don't believe in a long term relationship as this is not a substitute for your next contract.

Responsibilities:

- Identify key decision makers in contingent worker procurement process within Fortune 500 corporations
- Build a pipeline of RFPs/RFIs for bidding
- Provide account management expertise and excellent customer service to existing clients and generate revenue opportunities
- Manage clients expectations and serve as an advocate on behalf of netPolarity
- Manage internal resources including sourcing and recruiting
- Drive entire placement process through closing and post-placement follow-ups

Requirements:

- 3+ years of sales/business development/account management experience in a staffing agency is a must
- Strong ability to follow through with leads to fruition
- Tenacious and persistent personality
- Excellent closer with strong ability to negotiate
- Prior experience working in a fast-paced environment is a must

- Excellent verbal/written communication and interpersonal skills
- Inquisitive personality and always interested in learning new technology
- Strong ability to multi-task and handling multiple projects at the same time
- Computer savvy with Microsoft Office applications
- Quick learner and ability to think fast on your feet
- Professional phone presence with ability to make 100+ calls per day
- Capability to handle up to 50 open contract requirements at any point of time
- Ability to think outside the box and not afraid to make suggestions
- Team player who believes the sum is great than the parts
- Independent and motivated without much supervision
- Aggressive with strong desire to succeed, goal oriented
- Proven past experience to compete and thrive in a challenging environment
- Loves to win

Compensation and Benefits:

We offer an excellent compensation package including a base salary and generous commission structure. Package also includes the following company paid benefits:

- Major medical benefits to include choice to HMO or PPO
- Dental PPO
- Vision
- 401(K) plan
- Holidays and Personal Time Off