



Recruiter / Account Manager

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Washington, DC, Richmond, VA, and Baltimore, MD

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Job description

Insight Global is a premier staffing services firm with 38 locations in the US and Canada. Insight Global provides contract staffing for IT and Accounting, Finance, and Engineering through its AF&E division. The company has been ranked one of the fastest growing staffing firms for the past 9 consecutive years and named the 3rd largest IT staffing firm in America by The Staffing Industry Analysts. Insight Global will continue this growth by continually expanding office locations and new markets. Insight Global employs over 26,000 people in companies each year with revenues over \$1 Billion.

#4 "America's best companies to work for" - Yahoo Finance

Staffing Industry Analysts-

2014 - 4th Largest IT Staffing Firm & 19th Largest Staffing Firm

2013 - 6th Largest IT Staffing Firm & 19th Largest Staffing Firm
2012 - 8th Largest IT Staffing Firm & 20th Largest Staffing Firm
2011 - #5 Fastest Growing & 9th Largest IT Staffing Firm
2010 - #2 Fastest Growing & 9th Largest IT Staffing Firm
2009 - #4 Fastest Growing & 14th Largest IT Staffing Firm
2008 - #4 Fastest Growing IT Staffing Firm
2007 - #1 Fastest Growing IT Staffing Firm
2006 - #1 Fastest Growing IT Staffing Firm

Inc. 500-

2011 - "One of America's Top 10 Job Producers"

Entry-Level Recruiter Position

- Identify and evaluate top consultants for client requirements
- Develop and maintain a network of candidate prospects using the company's staffing database
- Screen consultants through phone and personal interviews
- Negotiate wage rates and contracts with consultants and clients
- Prepare and communicate the job offer to selected consultants and contractors
- Manage contracts to ensure consultant and client satisfaction

Account Manager Position

- Develop new business relationships and actively maintain network of clients from Fortune 1000 companies
- Entertain clients over lunch, dinner, sporting events, games, concerts, etc.
- Present Insight Global to technical hiring managers as a resource for their staffing needs
- Utilize relationship-based sales approach to build lasting business
- Work closely with Recruiters and clients on candidate skill sets, recruiting process and placements
- Attend annual training classes in our professional development center in Atlanta for career development

Training

- Comprehensive, individualized, on-the-job training allows you to learn at your own pace
- Weekly meetings with an Account Manager mentor aid in progress towards personal goals
- Newly hired Recruiters attend a three day training class in their first month with the company at our professional development center in Atlanta
- Continued education and training offered through annual sales training classes and leadership development classes

Compensation and Benefits

- Competitive base salary + uncapped commission
- Benefits packages starting your first day including medical, dental, vision and disability insurance
- Promotions to management positions only come from within
- Comprehensive paid training: mentorship program, individualized on-the-job training, professional development center classes at our headquarters in Atlanta, GA
- Expense account for business-related expenses upon promotion to Account Manager
- Monthly car and cell phone allowance upon promotion to Account Manager
- 401k eligibility after 90 days of employment
- Annual Sales Contest eligibility, which include incentive units, year-end bonus and incentive trips

Desired Skills and Experience

Insight Global is seeking qualified college graduates. The best candidates for our company have gained leadership experience through internships or organizations on campus, held positions in sales/marketing, have a competitive drive, and love working with people. Candidates must have strong communication and time management skills, and be able to work well with a team. This opportunity is best for people who thrive in a results-oriented, competitive, social and fast-paced environment. A four-year college degree is required.