

Overview

TEKsystems' unmatched success in the IT Staffing & Services marketplace is driven by one thing - our employees. Consistently recognized as a top workplace in a thriving IT industry has caused us to grow at a rapid pace. TEKsystems offers great opportunities for advancement, personal and professional growth, and unlimited earning potential. TEKsystems seeks professional individuals with competitive spirit, drive, team mentality, courage, commitment, perseverance, and a desire to build a long term career in a fast paced environment.

Benefits of Joining Our Team:

- Growth potential within the organization including a defined career path for recruiter and sales professionals
- Thorough recruiting and sales training within the IT industry
- Dynamic and diverse culture with a team-oriented environment
- Opportunities for continued education and education assistance
- Unlimited earning potential, including a competitive base salary and uncapped commission structure

Responsibilities Include:

1. Collaborating with recruiters to submit their identified candidate qualifications into Vendor Management System
 2. Activities will involve outbound calls to potential candidates when/if there are no candidates available from recruiters
 3. Identify qualified candidate profiles using various sourcing techniques
 4. Ability to read through resumes, and decipher key words and ensure we're submitting the best candidate that matches the requirement
 5. Develop talent pipelines for future hiring needs
 6. Assist in maintaining internal database (Microsoft Teams)
 7. Mentorship available from a delivery and sales perspective
 8. Future career potential to move into a recruiter role after hitting milestones of placements within the space, evaluated on a quarterly and annual basis
- Recruit top IT talent and match their career goals with our clients' hiring needs
 - Develop recruiting strategies to identify qualified candidates by using specialized networking tools
 - Evaluate the strengths and weaknesses of candidates through our screening process
 - Negotiate unique compensation packages (wages, benefits, etc.) to attract and hire candidates for our clients' needs
 - Communicate details of new assignments and manage consultants while on assignment
 - Partner with TEKsystems sales team to identify top accounts and target skill sets
 - Maintain relationships with consultants to gain industry knowledge and obtain referrals
 - Sales Career Track Available:
 - Create and execute strategies to gain account intelligence and develop business with new and existing clients
 - Provide customer service and relevant industry knowledge to current consultants and clients
 - Generate sales leads, cold-call prospective clients and set client meetings
 - Understand client business and IT initiatives, as well as their specific technical and cultural environments to provide proactive workforce planning
 - Prepare and deliver effective proposals to clients
 - Mentor and develop assigned recruiter(s) as well as partner with them to effectively manage pipeline, activity and goals

Qualifications:

- Bachelor's or Associates degree in Business Administration, Marketing, Management or similar majors OR military experience OR 2-4 years of professional experience in Recruiting, Sales, Customer Service or Management (management experience preferred/ not required)
- Strong organizational skills
- Team-oriented and Goal Driven
- Customer-focused
- Authorized to work in the United States for any employer
- No IT knowledge required.

TEKsystems provides comprehensive training where individuals learn terminology, job functions and applicable practices within the information technology industry. Employees will receive a competitive base salary, commission and package, including a comprehensive medical/dental/vision plan, a 401(k) retirement savings plan and vacation/holiday pay.

- Compensation and Benefits: Job ID 2014-1266

TEKsystems is a equal opportunity employer and will consider all applications without regard to race, genetic information, sex, age, color, religion, national origin, veteran status, disability or any other characteristic protected by law.