

A growing organization, Minter Consulting is looking for a seasoned Staffing Executive for a commission only opportunity. The Staffing Executive will be responsible for developing, maintaining, and growing the staffing business within our Client markets while working with our team of successful entrepreneurs to successfully bring in and fulfill new business throughout the U.S. This individual will have the opportunity to work within high profile environments and travel throughout the US with other executives as the company opens new offices in target markets.

If you are a proven “Rainmaker”, entrepreneur or a producer, the Minter Consulting Executives would like to talk to you. Our goal is to grow the business and we are looking for the person who is forward thinking and understands a 3-5 year growth plan. Our commission structure is VERY strong, competitive within the staffing industry and is based on a revenue share model.

Location of Opportunity: Charlotte, NC

Target Markets: Atlanta, GA; Nashville, TN, Washington D.C., Tampa FL, Austin, TX, Charleston, SC, Huntsville, AL

Responsibilities

Build the business, establish new relationship and grow recruiting staff nationally. Individual marketing efforts to promote staffing services to existing and future C-Suite executives. Manage multiple client relationships, develop prospect list and execute a targeted sales and marketing plan including action items such as; cold calls, e-marketing, etc. Proactively seek new avenues to find new clients and attract prospective clients and recruiters for expansion.

Experience

Requirements: At least four (3) to seven (5) years of experience selling Staffing or Consulting Services
Skills

- Ability to work on a commission only basis while developing your sales pipeline
- Ability to build relationships and strategic partnerships
- Excellent written, verbal and organizational skills
- Must be US Citizen

Preferred: Existing contacts within companies that can be leveraged and turned in to revenue quickly. Full desk recruiting or staffing experience in the IT industry or proven enterprise.

Education

Bachelors degree or above in Communications, Human Resources, Business, or Technology related field is preferred.

Compensation

Additional Information: This is a 50% virtual position, which requires you to work from home and the other 50% will be from one of the Minter Consulting's office space in Concord or Charlotte, NC. Staffing Executive will work as an Independent Contractor on a 1099 basis to begin but will move to W-2 employee once a solid book of business is established. This is a Commission only position but Minter Consulting will provide the necessary resources to capture a book of clients and deliver a personnel solution anywhere in the U.S. Compensation package is Very strong and will allow the selected candidate to meet and exceed comparable market price for any candidate with 4-7 years of experience.