

Bishop Ranch: Job Opening Form

Company

Reaction Search International

Position

Executive Sales Consultant (Recruiter)

Company Contact

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Job Type

Full time

Job Description

- Serving as a search consultant with clients.
- Packaging and selling career defining opportunities to candidates.
- Develop an effective search strategy, translating the client's specific need to the best candidate.
- Understanding the growth, trends, culture, and operational specifications and challenges in the client's environment.
- Building relationships with candidates to ensure their future participation as a candidate, resource, or client.
- Maintain open portals of communication with clients and candidates throughout each respective project.
- Consistently meet and exceed company's best practices and individual performance objectives; defined as carrying a minimum \$250,000 annual quota OR \$20,833.33 each month.
- Satisfactory use of RSI database, for all recruitment/sales activities.

Required Qualifications

Experience in management, sales, or business development would greatly benefit you in an executive recruiter role.

An exceptional ability to create new business opportunities; particularly through a minimum of 50+ cold/warm calls per business day and other business development activities that result in retained/contingent contracts to meet monthly quota.

- Ability to manage multiple projects and engagements simultaneously.
- Ability to succeed in a process-centric environment, with changing priorities and deadlines.
- Excellent account management and interpersonal skills.
- Strong teamwork orientation and sense of humor

- Attitude for life long learning.
 - Previous Recruiting Experience Highly Pref.
- Education: B.S. or B.A. or Entrepreneurial experience

Additional Information

Reaction Search International (RSI) is the number one retained executive search firm in the East Bay as ranked by the San Francisco Business Times.

Approaching our clients from a consultative perspective has allowed our search firm to witness aggressive growth and produce exceptional results for our clientele:

- Serving 18 different vertical industries
- Average cycle time to close of a search below industry average
- Heavily networked with active and passive candidates

RSI is headquartered in San Ramon, California with sales offices in every major marketplace across the nation. Our ability to work in 18 different vertical industries allows our recruiters to service companies recruiting needs on a pronounced scale. We maintain our national search practice in a plethora of industries, such as:

- Sales
- Marketing
- Computer Technology/Software
- Consumer Products
- Pharmaceutical/Biotech
- Manufacturing
- Food & Beverage
- Health Care
- Human Resources
- Insurance
- Construction
- Banking/Finance

Our company philosophy is built upon cultivating client relationships and providing them with exceptional service that begets their future business. Not only does RSI find the highest caliber of candidates for our clients, but we also support both our clients and candidates through the interview and hiring process to ensure that the opportunity meets the needs of both parties.

- What We Offer:
- The ability to earn unlimited uncapped compensation.
- Great working environment.
- RSI's proven process = Success.
- Strong client relationships.
- Great Benefits.
- Growth & Advancement opportunities.

Compensation: An attractive compensation package is offered including

commission, gym membership, medical, dental, life, commission accelerators available, and an annual performance trip awarded upon quota achievement.