

DIRECTOR/MANAGER CONTRACT STAFFING



JOB TITLE	REPORTS TO	FLSA STATUS
Director/Manager of Contract Staffing	Darwin Shurig, Founder/CEO Angela Maar, Chief of Staff	Salaried Exempt

JOB SUMMARY

As a Director of Contract Staffing, your role is to grow interim solutions business with existing clients, identify and secure new interim solutions business with new clients. The Dir/Manager of Contract Staffing, will network throughout Medtech & Pharma to establish brand awareness, generate new job orders and recruit candidates as the situation indicates. Responsible for negotiating bill and pay rates and closing clients and candidates. Heavy phone use is required and measured on a daily basis, so you must be very comfortable in a telephonic sales environment and have experience in cold calling. This opportunity comes with a strong incentive package.

ESSENTIAL JOB FUNCTIONS

- Responsible for carrying a book of interim solutions business
- Introduce and market Impact Players to prospective clients via phone calls, face-to-face meetings and Impact Player alerts
- Make generalized marketing calls to gain insight into the organization or industry that will be useful to the development of your practice
- Ensure results of delivering qualified candidates and viable job orders using techniques and resources including market research, job boards, data sourcing tools, referrals, networking and cold calling. Identify and/or review potential Impact Players who can be proactively marketed to client and prospects
- Negotiate rates for both the client and candidate in order to bring deal to completion
- Utilize a variety of closing techniques to complete the placement
- Ensure client and candidate satisfaction through on going communication

MINIMUM REQUIREMENTS/PREFERENCES

- Four-year degree or equivalent experience
- Minimum of four plus years of successful interim solutions experience
The right attitude, success examples and experience will be considered

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MINIMUM REQUIREMENTS/PREFERENCES (CONT'D)		
<ul style="list-style-type: none">• Proven track record of success in running a interim solutions book of business• Demonstrated understanding of interim solutions, recruiting and sales processes• Ability to effectively work in a fast-paced, metric driven environment and drive financial results• Superior relationship development, problem resolution, communication and presentation skills• Possess strong instincts and experience in all aspects of client and candidate relationships and the contract staffing process• Strong business acumen enabling rapid understanding of market dynamics, trends, services, technology, programs and functions relevant to managing the interim solutions business• Demonstrated ability to handle multiple tasks simultaneously• Strong computer skills including social media		
<p>THE ABOVE MAJOR ONGOING RESPONSIBILITIES DESCRIBE ONLY THE ESSENTIAL JOB FUNCTIONS AND ARE NOT INTENDED TO BE A COMPLETE LIST OF ALL DUTIES AND RESPONSIBILITIES. ALL JOB FUNCTIONS MUST BE PERFORMED IN ACCORDANCE WITH MRI POLICIES AND PROCEDURES.</p>		