



NATIONAL ACCOUNT MANAGER

CSS ProSearch is seeking a dynamic, high-performing Account Executive with prior experience selling direct hire employment services to the healthcare and software industries. You will be responsible for developing relationships with new clients, proactively engaging with the client to ensure client satisfaction/retention while continuously hunting and closing new business. The ideal candidate has a history of bringing on new business, hitting sales quotas, and enjoying the challenges of the employment industry.

REQUIREMENTS & EDUCATION

- Proven experience as an Account Executive, or other sales role
- Knowledge of market research, sales and negotiating principles
- Outstanding knowledge of MS Office; knowledge of CRM software (eg. Salesforce) is a plus
- Excellent communication/presentation skills and ability to build relationships
- Organizational and time-management skills
- Demonstrated ability to effectively prioritize work assignments while managing multiple priorities
- Demonstrated business acumen and ability to achieve results
- BSc or BA in Accounting or Finance preferred

DUTIES & RESPONSIBILITIES

- Creating detailed 30-60-90 day marketing plans to support a strategic sales initiative
- Managing the entire sales cycle from identifying potential client leads to placements for direct hire roles
- Developing relationships with hiring managers through networking, referrals, and participation in professional associations, trade shows and other public relation opportunities
- Developing individual communication plans for prospective clients to obtain and close agreements for services
- Building and identifying new client contacts within existing accounts to ensure and grow account penetration
- Building strong relationships with internal service team to provide exceptional customer service experience to clients
- Meeting and exceeding minimum weekly requirements for phone calls, cold calls, and in person meetings to create a sales funnel and exceed quotas
- Documenting sales activity using CRM system to drive performance
- Identifying and promoting cross-selling opportunities for other CSS Business Units
- Identifying national/third-party MSP/VMS opportunities

Leaders Promote Core Values: Respect, Integrity, Winning Spirit, Fun, Coachable, Team Oriented