

About our Company:

Piper Enterprise Solutions specializes in delivering niche IT services to Fortune 500 companies and government agencies nationwide. This is an exciting time for us, as we are growing rapidly and have plans for aggressive expansion over the next few years. We are currently looking for hungry, motivated, and confident recent grads for multiple entry and junior level Account Manager/Recruiter openings. Training and development is ongoing and will be provided on a weekly basis.

Job Responsibilities:

- \* Conduct meetings, conference calls, business lunches, etc. with existing and potential customers to identify their technical staff needs and offer solutions
- \* Identify and recruit all-star candidates whose skills, culture, etc. are aligned with the clients' needs
- \* Utilize social media to connect with relevant user groups to recruit top professional talent
- \* Attend local networking events to interact with potential clients and candidates
- \* Interview prospective candidates on the phone and in person
- \* Continuously update candidate database with relevant information- interview notes, resumes, salary, employment data, etc.
- \* Create comprehensive candidate profiles that include: what job you recommend them for and why, reference checks, prior employment history and salary information
- \* Identify and target companies that frequently hire IT professionals who would benefit from Piper Enterprise Solutions' staffing services

Job Requirements:

- \* Bachelor's degree
- \* Superb communication skills- must have the ability to communicate with C-level executives and hiring managers
- \* Creative problem solver and team player who thrives in a collaborative and dynamic environment
- \* Experience with a database or applicant tracking system preferred
- \* Ability to thrive in a fast-paced environment
- \* Ability to multi-task at a high level on a daily basis
- \* Desire to grow into a sales/account manager role

Pay- \$40K base + Commission + Benefits

For more information or to apply contact Sarah Wright at [swright@piperes.com](mailto:swright@piperes.com)