



Recruiter/Account Manager

IDR is looking to hire entry level-recruiters to join the team of young, highly successful sales professionals. As a recruiter, while you develop the competencies at the desk level, you will learn the industry and then become a subject matter expert of the IDR recruiting process and the IT staffing industry, as well as the specific local market.

As a recruiter, you will be responsible for sourcing and vetting quality candidates that will aid our clients in contract, contract-to-hire, or direct placement positions. This position will consist of identifying candidates from various skills sets local to your specific market, conducting phone and in-office interviews and shepherding the candidate through the submittal and interview process. This will require daily collaboration with local account managers.

As, or if you decide to transition into the Account Management role you will work as an elite B2B Sales Professional to join an existing team of Account Managers in your local office. This role will manage an assigned account portfolio and will also be responsible for creating and executing a business development strategy. Each IDR operation has seen staggering growth, growing revenues over 300% over the past 5 years and is looking to continue this record breaking momentum with this strategic hire.

The duties of this position will include the following:

- Strategically sell IT Staffing Services (Contract, Contract-to-Hire, Direct Hire & SOW) in one of local markets while upholding a high-level of integrity and execution to meet the demands of our service offerings
- Manage and grow account base - portfolio will include companies with revenues north of \$1 billion dollars and other fortune-level companies
- Create and execute a business development strategy to expand IDR's market share in your market
- Meet company standards for weekly, monthly & quarterly activity and performance metrics
- Partner with Recruiting team, Account Management and leadership teams to fulfill job orders obtained from sales efforts
- Maintain timely and accurate records in Bullhorn CRM of all account management and business development activities

Requirements to be considered for this position include the following:

- In addition to having a competitive spirit and passion for sales, the ideal candidate can describe him/herself as follows:
- Motivated by money and willing to work hard to earn it
- Excited to apply his/her talents in uncharted waters
- Courage to face rejection and conflict daily
- Open to receive coaching from all peer levels
- Has a great attitude and optimism
- Organized and efficiently manages time
- Team player; enjoys having a positive impact on others
- Has a standard for excellence and strives to exceed expectations?
- Seeks out opportunity for personal & professional development
- Highly-energetic
- Loves to win, at everything!

LOCATIONS

Atlanta, Dallas, Nashville, Denver

Compensation for both roles include but is not limited to: Base Salary, Uncapped Commission, Monthly Bonuses, Yearly Bonus and Contest Trip, Stock/Equity, Comprehensive Health Benefits, 401k, Health and Wellness Program, and Car/Cell Phone Allowance.

INTERESTED?

Visit IDR's [website](#)

Email Samantha Hall - shall@idr-inc.com

Attend an IDR Sales Program Session – view schedule at uasalesprogram.com