



# BUSINESS DEVELOPMENT MANAGER



This role will be responsible for identifying companies in need of talent and harboring partnerships to meet these staffing fulfillment needs. You will maximize Swoon's placements by uncovering opportunities with new and existing clients and strategically expanding our presence within each account.

Being a Business Development Manager at Swoon entails much more than just connecting with people and opening new accounts. Your goal is to bring real value to each client you work with.

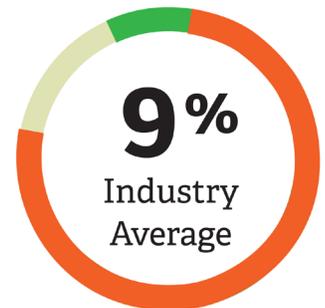
Ideal candidates are passionate, over-achievers with a track record of exceeding goals and building long-lasting and mutually beneficial relationships. If this sounds like you, and you're looking to work for a fast-growing company with an unlimited compensation structure, read on:

## IN THIS ROLE YOU WILL:

- Assess client staffing needs, requirements, performance, and overall satisfaction with Swoon's service levels
- Expand existing client relationships by selling Swoon's staffing solutions and building relationships with hiring managers
- Identify additional opportunities for our services within various departments using creative sales tactics and develop industry specific strategies
- Manage relationships with our client base by forecasting hiring needs and providing a consultative approach to assist in their daily operations
- Sell Swoon solutions and services to targeted corporate clients, small/medium businesses, and various other organizations
- Develop and execute on a strategic plan for your territory and create reliable forecasts
- Drive revenue by prospecting and building a pipeline while simultaneously fostering personal relationships with potential clients in the Toronto area
- Close new business consistently at or above targets
- Work closely with the recruiting teams to ensure a high-quality delivery of candidates to the client
- Maintain up-to-date knowledge of the top Swoon competitors and the industry
- Network and maintain relationships with key client and talent communities for short/long term opportunities
- Travel regularly within the Toronto area

## THE IDEAL CANDIDATE WILL BE:

- Experienced, with a minimum of 2 years of professional experience in sales
- Adept at generating new streams of substantial revenue
- Self-motivated, passionate and hungry to make a significant impact
- Excellent at negotiating and closing deals
- Competitive and Resilient – there are good days and bad days, you've got to pick yourself up often



### NET PROMOTER SCORE

2018 Best of Staffing Survey by Inavero

## WHY SWOON?

Swoon is a career hub that's unlike any other; a place where the focus is on the people first and the placement second. We live by our mantra "Listen. Place. Care." To us, it is essential that we listen to our clients' and candidates' needs and put in the legwork to make sure that our placements are always a perfect match.

Contact [careers@swoonstaffing.com](mailto:careers@swoonstaffing.com) to apply and visit our website to learn more: [www.swoonstaffing.com](http://www.swoonstaffing.com)