



# BUSINESS DEVELOPMENT MANAGER



This role will be responsible for identifying companies in need of talent solutions and creating strategic partnerships to meet human capital needs. You will maximize Swoon's relationships by uncovering opportunities with new and existing customers and strategically expanding our presence within each company.

Being a Business Development Manager at Swoon entails much more than just connecting with people and forming new partnerships. 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 human capital needs, requirements, performance, and overall satisfaction with Swoon's service levels
- Expand existing client relationships by highlighting Swoon's staffing solutions and building relationships with key decision makers
- Identify additional opportunities for our services within various departments using strategic solutions 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
- Expand 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 San Francisco 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 San Francisco area

## THE IDEAL CANDIDATE WILL BE:

- Experienced, with a minimum of 2 years of professional experience in sales or recruiting
- 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

## BENEFITS:

- Competitive base salary + uncapped commission
- Employer paid Medical, Dental and Vision Insurance (Individual PPO through Aetna)
- 4 weeks paid vacation + sick days
- Matching 401K after 1 year
- Cell phone allowance
- Pre-Tax commuter benefits
- Numerous recognition incentives available throughout the year

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