



MAJOR ACCOUNT MANAGER

We are looking for ambitious, driven sales people who have experience in winning new accounts and growing sales territories. The primary objective of this role is to strategically expand relationships with Swoon's preferred accounts by maximizing staff placements through building relationships and uncovering new opportunities. The Major Account Manager is a performance-focused individual, committed to increasing Swoon's job requisitions and delivering an elevated level of service to our clients.

IN THIS ROLE YOU WILL:

- Assess client staffing needs, requirements, performance, and overall satisfaction with Swoon's service levels
- Expand existing client relationships by expanding Swoon's staffing solutions and building relationships with hiring managers
- Maintain strategic partnerships with hiring managers and 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
- Build and create blueprints for account development and saturation
- Work closely with the recruitment team and relationship managers to ensure a high-quality delivery of candidate placements
- Network and maintain relationships with key client and talent communities for short/long term opportunities
- Maintain up-to-date knowledge of the top Swoon competitors and the industry
- Travel regularly within the San Francisco area to a dedicated list of clients
- Demonstrate the ability to handle multiple tasks simultaneously and work independently in a fast-paced environment with a focus on results

THE IDEAL CANDIDATE WILL BE:

- Experienced, with a minimum of 3 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
- Competitive and Resilient – there are good days and bad days, you've got to pick yourself up often
- Excellent at negotiating and closing deals

BENEFITS:

- Competitive base salary + uncapped commission
- Company paid Health, Dental and Vision benefits & 401k matching
- 4 weeks paid vacation + sick days
- Numerous recognition incentives available throughout the year