



## Business Development Manager

Swoon, a growing technical & professional recruitment firm, has career opportunities to join our award-winning team in Chicago! Being in Sales at Swoon entails much more than just connecting with and placing talent for your clients. Your goal is to bring real value to each hiring manager we work with combined with a rewarding opportunity to earn uncapped commission along the way! Sound exciting? Read on:

We are seeking super competitive, money-motivated, hunter mind-set, driven candidates with 1 - 5 years of general sales experience. We provide training on the staffing industry and we'd love to help you take the next step up in your career.

What attributes make a Swooner successful? The ideal candidate will be:

- Self-motivated, money-motivated, an achiever, a goal setter, "hungry" to succeed
- Competitive and Resilient: there are good days and bad days, you've got to pick yourself up often
- Self-educator: having the ability to learn quickly and stay educated is critical in the staffing industry
- Professional in behavior, professional in communication, and professional in your approach
- Add to the "Swoon Culture": we have a diverse, honest, transparent, and hard-working crew.  
\* We look to add to our culture, not have others fit into it.

What does a Business Development Manager (BDM) do? In this role you will:

- As a BDM you will generate new business opportunities by focusing on decision makers SMB organizations.
- Negotiate contracts and staffing engagements
- Work with various client organizations and internal groups as Swoon in order to accomplish your clients' goals
- Learn and understand the recruiting process
- Build a consistent pipeline of client requisitions and projects
- In order to gain new clients, you will employ various prospecting methodologies which include, but are not limited to:
  - Involvement in relevant associations
  - Networking events
  - Cold calling and turning cold calls into warm calls
  - Build relationships with potential existing clients and candidates
  - Proactive search for client companies with staffing service needs
  - Provide value to our clients with each interaction
  - Utilization of job boards
  - Utilization of BI tools such as LinkedIn, ZoomInfo, and Bullhorn

The successful BDM will:

- Drive aggressive growth and profitability in a sustainable manner
- Consistently develop new relationships with potential clients by providing a variety of staffing solutions
- Identifies and locates new clients through a variety of methods
- Ability to develop and implement strategies for sales in an assigned region, skill category, or industry
- Successfully applies knowledge of services to the needs of clients.
- Collaborates with Recruiting, Managers, and other staff to provide the client the right candidate profiles, at the right time and within budget
- Periodically prepares reports on results, status of new and targeted accounts, and other leads to their team and Manager.
- Performs other duties as assigned