

Since 2000, ZAREQ has pioneered innovation in On-Demand Workforce Acquisition Solutions and Services for Americas most recognized companies - in effect mastering the prospect sourcing, screening, and acquisition processes so our customers can master their growing technology needs. ZAREQ combines an unsurpassed technical infrastructure, strong business processes, and a new generation of industry leading technical talent consultants to deliver highly talented IT professionals in an every demanding market.

We are seeking a New Business Relationship Manager for our Phoenix, AZ operation. This role is primarily to be a driver of new business development. In this capacity, he/she will be responsible for developing new client relationships, managing existing client relationships for customer satisfaction and profitability. The role also includes expanding current client relationships by growing consultant headcount, direct hire placements, providing needs-based solutions, and the cross-selling of additional company products and services.

PRIMARY RESPONSIBILITIES:

- Generates net headcount growth with current clients, according to targets established by management.
- Acquires new client relationships, according to targets established by management.
- Maintains a call coverage plan with prospects & clients, sufficient to identify IS / IT human capital management needs, align company solutions, and sell/close engagements resulting in the generation of valid staffing requirements and ultimate placements.
- Maintains a prospect pipeline sufficient to meet new business targets.
- New business underwriting and documentation according to company policies, including contract negotiations, credit worthiness, terms and conditions, and profit expectations.
- Manages overall client growth, profitability and assists with A/R collection when needed.
- Follows company sales methodology and process.
- Works directly with recruiters in structuring and delivering an effective service delivery model on a client-by-client basis.
- Manages consultant retention and remarketing.
- Maintains contact with Consultants during assignments/projects and client sites to remain aware of project status, gather feedback from Consultant and client about progress/performance, and resolve Consultant issues.
- Negotiates client contracts and bill rate guidelines.
- Ensures renewals by maintaining awareness of client projects to maximize opportunities.
- Works with Customer Service Reps to resolve escalating consultant/client issues in a timely manner.
- Maintains timely and accurate Front Office system records regarding client databases, contacts, call activity and opportunity management.
- Develops project services engagements
- Performs other duties as assigned.

MINIMUM QUALIFICATIONS:

- Bachelor's degree or equivalent plus 2-5 years in technology/consulting sales.
- MUST BE WILLING AND ABLE TO ADHERE TO COMPANY **POLICIES, PROCESS, & PROCEDURES.**
- Must have excellent communication and negotiation skills.
- Must have great cold calling skills

- Must be able to penetrate prospect accounts at will
- **Must have great typing skills (50+ p/m) while on a telephone call.**
- Entrepreneurial mentality a MUST
- Must have tenacious closing skills
- Must be able to work in **HIGH PRESURE SALE ENVIRNMENT**
- Must have spirited outgoing personality
- Must enjoy working hard and getting paid for *RESULTS*.
- **Must pass criminal background check & personality profile examination**

Please send WORD doc. Resume to careers@zareq.com