

Account Executive

Why Digital Prospectors:

At Digital Prospectors we believe that all people should love their jobs. Our work is about improving the lives of the people we serve by connecting opportunity and talent in meaningful ways. Our team of Account Executives are at the forefront of this and embody this daily as they go above and beyond to provide an unmatched service to our existing and new customers.

With over 20 years of experience, Digital Prospectors has separated itself from the competition for not only internal employees, but clients and consultants alike with “Best of Awards” from the likes of the Staffing Industry Analysts, Boston Business Journal, INC magazine, and Glassdoor amongst many others. With these awards has come sustained growth across all three of our lines of business (Engineering, Life Sciences, and IT) creating new and exciting opportunities for strategic hiring.

Job Responsibilities:

As an Account Executive, you will identify, develop and maintain relationships with businesses that utilize temporary staffing services. Through research, prospecting, client engagement and other efforts you will cultivate relationships to bring in a consistent stream of new and existing business. As we continue to grow across Engineering, Life Sciences, and IT we are looking for dedicated Account Executives with at least one year of direct industry experience to partner with our dedicated niche recruiting teams in both Exeter, NH and Boston, MA.

In this role, you will:

- Research and identify prospective clients- via cold calling, internet research/tools/databases, emailing and referrals
- Client engagement and relationship management- through in person and virtual meetings as well as out of office entertainment
- Manage the job order process-from being the first point of contact, to partnering with our recruiting teams to managing delivery strategies
- Become a valued partner through consultative selling while bringing direct industry expertise and insights of the talent market to your customers
- Actively participate in sales strategy meetings
- Successful candidates will be rewarded as a valued member of our high performance and pro-sales culture while receiving the highest commission structure and uncapped bonuses on the business you generate

Minimum Qualifications:

- 1+ year of current experience selling contract staffing services in either Life Sciences/Engineering/IT
- Experience breaking and developing new accounts
- You define GRIT – passion and perseverance to accomplish long-term goals
- Strong communication and presentation skills
- Successful track record in a competitive, metrics and commission-based environment
- Bachelor’s degree preferred

What we offer:

- The sales platform of an award-winning agency with proven past performance
- A flexible selling model where every dollar is valued – not just gross margin %
- A dedicated team of highly experienced, skilled and trained recruiters armed with every tool imaginable to fill your job orders
- An exceptional compensation and commission plan that will reward you generously when you succeed, with NO commission caps
- Yearly bonuses for hitting fee quotas and goals

- A hybrid work environment – with offices in both Exeter, NH and Boston, MA we offer tremendous flexibility and great office perks (expectation is two days per week in office)
- Up to \$150/month for your personal health and wellness – spend it anyway you want (gym, personal training, nutrition coach, etc.)
- 100% paid insurance – Health (single), Dental, Vision, Life, STD & LTD
- Matching 401(k) with immediate vesting
- Self-improvement reimbursement (time and money to pursue training related to selling)

Intrigued?

We know walking away from your existing business is hard. So, we'll make it easy. We'll invest in you! Digital Prospectors offers long term Commission Assistance Plan on top of great base salaries. **Our investment in you will give you the income, time and training it takes to start over - without the loss of income typically associated with changing companies.**

POST-OFFER BACKGROUND CHECK IS REQUIRED. Digital Prospectors is an Equal Opportunity Employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or veteran status.