

EXECUTIVE RECRUITER

As an **Executive Recruiter** you'll help not only identify but influence the best executive talent in the industry. You'll be building key relationships with executive candidates within emerging markets. Our fast-paced executive recruitment team is equipped with positive collaboration and the drive to win. If you're looking for a career (not a job), a company that's invested in your personal development, a competitive compensation package, and great training, you've found the place.

Responsibilities:

- Cultivating and maintaining relationships in your region and select niche industry
- Manage your own business by using conventional and creative sources to create new leads and develop/maintain your book of business. You will be trained to use our internal database and have upgraded access to professional networks (LinkedIn, Monster, etc.)
- Assess talent through qualifying, work through the pre- and post-interviewing process, and maintain close contacts in the industry
- Work within a team to achieve and succeed sales goals (weekly, monthly, and annually)
- Utilizing social media, especially LinkedIn, to leverage your network

Requirements:

Bachelor's degree (any concentration)
 Sales skills: assertiveness, persuasiveness, active listening, emotional intelligence, etc.
 Strong sense of communication (verbal and written)
 Genuine desire to work with people and possess the innate ability to inspire passion in others
 Resilience and an ability to overcome obstacles – change is the rule not the exception

Benefits:

Competitive base salary + Uncapped commission + Bonus opportunity
 Annual incentive trips (paid by the company)
 Healthcare benefits: Medical, Dental, and Vision
 401k
 Paid holidays & Take-it-as-you-need-it vacation policy

About Us:

Govig is an Executive Recruitment firm that specializes in identifying and placing executive level talent. With over 40 years of experience and success in recruitment, Govig combines high quality performance with small business values and culture. We work strategically in the following verticals across the nation: BioPharma, Building Products, Construction, Healthcare, and Tax.