

**Solutions are what we do!** Randstad creates staffing solutions for some of the top companies in their respective industries and we do it through a consultative approach. We want to be more than just a vendor; we want to be a **Business Partner**. If you are a proven **Sales Executive** who can execute a complex & longer sales process than you could be our next **Director of Business Development** (New Account Acquisition). We are looking for a sales hunter that will spend 100% of their time selling our staffing solution to new accounts in Kent, WA and surrounding region.

The concept specializes in the provision of high-volume, skilled flexible labor; aimed at improving labor flexibility, retention, productivity and efficiency. The concept provides a complete HR process from recruitment and selection, introduction, planning and management of workers through to the provision of detailed management reports.

Please review the job responsibilities, experience required, and the great benefits of work for Randstad, one of the largest Staffing organizations in the world! Interested candidates may apply online or contact Al Rehman at 925-734-1879 or [al.rehman@randstadusa.com](mailto:al.rehman@randstadusa.com)

### **Job Responsibilities:**

- Develop and execute an effective sales strategy to gain **NEW** large accounts within the Randstad In-House services Model (on-site staffing). **"Hunt" & close new accounts!**
- Demonstrate the ability to manage a wide & deep sales pipeline including database creation.
- Develop relationships with both the decision maker as well as the end user of our service (C-Level executives to Field Operators).
- Ensuring the full scope of potential clients' operations and circumstances are understood prior to closing the sale.
- Designing and proactively implementing solutions and processes which enhance the productivity and business plan of the client.

### **Experience Needed:**

- Prior proven sales performance with multiple LARGE sales transactions using a consultative sales approach. **We are looking for someone that has experience selling a "service" vs. a "product".**
- Strong organizational, analytical, and problem solving abilities.
- Demonstrated ability to identify customer's needs & to deliver, decline, or adjust expectations.
- Prior experience working in a fast pace, performance driven organization and is motivated by the challenge of that environment. You like to WIN!
- Key Personality traits to include passion for results, resilience, self-confidence, and the desire to do an excellent job!
- 5+ years of proven sales experience, including 2+ years of selling in a longer sales cycle (8-12 months).
- Prior management experience is required
- Prior Staffing Industry experience is preferred

### **Why work for Randstad:**

- One of the top in our industry and as 2<sup>nd</sup> largest staffing company in the world we offer employees career growth and the ability to learn different facets of the businesses we support.
- Pay for Performance – this position has a competitive base salary plus quarterly commissions. You are directly compensated for the work YOU do!
- Excellent Benefits – We offer a comprehensive benefits package to include Medical, Dental, Vision, 401k (including match), Employee Stock Purchase Plan, & Paid Time Off (3 weeks to start!)
- On-boarding & Sales Training – each new employee participates in a structured on-boarding process to include learning about the Randstad service offerings as well as on-going Sales training.