



## Account Executive

IntePros Consulting is a Technology Staffing/Consulting firm specializing in the placement of contract and permanent IT consulting professionals. IntePros is a privately owned firm founded in December of 1996 and is a *Certified Woman Owned* staffing firm that provides IT staffing nationally. Currently we have 7 locations in the Eastern and Midwestern US with headquarters in Lexington, MA.

IntePros' Denver team has an office in Greenwood Village that is hiring an **Account Executive** with 2+ years of sales experience in the staffing industry or a comparable role. This is an outside sales position responsible for new business development and reactivating clients through building relationships with hiring managers and decision makers. This person will be an optimistic professional with the ability to establish client rapport. This candidate will have a quantifiable track record of meeting/exceeding quotas, excellent listening, interpersonal and time management skills, and most importantly, be self-motivated to reach goals on a daily basis.

The opportunity is an ideal chance for a self-disciplined, confident professional to learn a new field and sell with an established company infrastructure that can offer strong mentorship and achievable career expansion.

### **Responsibilities include but are not limited to:**

- Selling, promoting and branding our services by making client visits, cold and warm calling, attending networking events and performing other sales related activities to build relationships and produce results.
- Cultivating relationships with strategic partners for results.
- Identifying, fulfilling and managing client contracts that produce results
- Working closely with all IntePros Team Members including Technical Recruiters, Account Executives, Leadership, and support Team Members.
- Providing outstanding candidate support and customer service

### **Benefits package**

- Competitive salary and bonus package
- 3 Weeks Paid Time off (PTO); 4 weeks after five years; unlimited if quota attained
- 68% Contribution to medical and dental insurance
- Employee wellness plan
- 401(k)
- Leading edge internal technology/tools

### **Qualifications Required**

- 2 years + sales experience in staffing or a comparable role
- Empathic, optimistic, focused and responsible
- Bachelor Degree preferred
- Exceptional verbal communication & listening skills

Please send resumes to [bcafrelli@intepros.com](mailto:bcafrelli@intepros.com).