**Business Development Sales Representative - Staffing Agency Experience required – multiple locations.**

**Salary: Salary BOE/Plus Commission!**

**IOS Staffing, a national staffing presence since 1983, is seeking experienced outside sales candidates for our expanding needs in Chicago, New York, Florida and California.**

**This is an exciting opportunity for someone who understands TEAM WORK and can land and expand a new client base. You will report directly to the Vice President of Sales.**

**Primary Responsibilities**

* **Prospect new opportunities and build a pipeline to reach quota by educating your audience on our suite of services.**
* **Qualify leads and determine prospect motivation, offering solutions and support.**
* **Achieve and consistently exceed monthly goals.**
* **Maintaining daily KPIs and track weekly, monthly, and quarterly sales as well as productivity metrics (outside and inside sales calls, appointments, emails, and presentations etc.).**
* **Will work with our internal Talent Acquisition team to customize recruiting solutions to increase client satisfaction.**
* **Travel required locally and nationally.**
* **Develop lead sources through active participation in industry associations, networking groups, social media, conferences and community interaction.**

**Qualifications**

* **5 years of work experience in a Business Development/Sales role in the staffing industry - Industry experience in Insurance, Legal, Accounting, Administrative Support preferred.**
* **Must have excellent relationship building skills with Hiring Managers, Human Resources, Procurement and the C-Suite.**
* **Hustle and drive to hit, or even better, exceed goals- HUNTING skills a must.**
* **Bullhorn CRM experience a plus.**
* **Must be able to multitask.**