

## Staffing Sales Manager

MEK is a recruiting and staffing firm that specializes in the temporary and permanent placement of employees in the moving, installation, distribution warehouse industries. We routinely place commercial movers, drivers, installers, warehouse personnel, including shipping and receiving and forklift drivers,

We are a close-knit team that works hard and likes to have fun. We have the feel of a start-up company with the growth of a well-established industry leader. We work together to grow our business and have watched it evolve into the successful enterprise it is today. More than 90% of our available positions are due to growth and promotion, and we are looking for our next 'Superstar' to grow the San Diego market and demonstrate the motivation to be promoted into a regional management opportunity.

### **Sales Manager Job Description:**

We're currently seeking a talented Sales Manager for our San Diego office. This person should have strong communication skills, the ability to develop key contacts, and feel comfortable in an inside/outside sales environment. Your primary role as a Sales Manager is dynamic. In an effort to move leads through the pipeline quickly, you have to be an organized and detailed individual with a knack for multitasking various projects and responsibilities at a time. You are in charge of managing your clients and their employees, dealing with customer service issues, as well as increasing sales from already existing clients.

### **Sales Manager Primary Job Functions:**

- New client development & marketing through inside/outside sales processes.
- Meet and exceed revenue goals relative to business unit past performance.
- Recruit top talent to work in the fields of transportation, logistics & construction, resulting in loyal clients, increased margins, and ultimately client retention.
- Attend industry networking events with the intention of generating new business prospects

### **Job Requirements for Branch Sales Manager:**

- Bachelor's Degree or equivalent experience plus five years' experience in the recruitment or staffing industry.
- In-depth knowledge of current recruiting practices and knowledge of basic recruiting concepts – Database Searching, Posting Jobs.
- Experience in multi-discipline recruiting environments
- Previous experience in building out a large scale multisite recruitment strategy
- Well rounded general human resources experience.
- Proficient in PowerPoint, Word, and Excel
- Demonstrated ability to manage multiple demands while being flexible.
- Strong initiative and solid judgment as well as good problem solving skills.
- Excellent oral/written communication and organizational skills.

### **Compensation:**

We offer a competitive base salary, commission. Your base salary is DOE.