

Executive Recruiter

Dennis Partners is a quirky, must love dogs, Denim Business Casual, *Family Guy* loving, dynamic office that is part of the world's largest and fastest growing search firm. We understand the challenges in finding a successful **career**, not just a job, on the Cape. That's why Dennis Partners is ecstatic to offer career opportunities to recent college graduates and experienced people alike, without having to travel over the bridge!

As a Search Consultant you will be helping companies grow as well as enhancing individuals' careers by recruiting top quality candidates and placing them in companies with critical employment challenges.

Duties and Responsibilities:

- Be very comfortable with cold-calling
- Call prospective employers to introduce our services
- Call prospective candidates to introduce them to opportunities that have been developed through your marketing efforts with clients
- Manage the placement process from introduction of candidate to client through offer and acceptance
- Interview candidates to obtain work history, education, training, job skills, salary requirements, and to provide information about the client organization and position
- Perform reference and background checks on applicants
- Create and maintain long lasting relationships with candidates and clients
- Document information and maintain records for future references within our database
- Minimum 3 hours of phone time per day - 60 to 100 calls per day
- Take personal responsibility for your success and use the tools provided to build your business

Qualifications:

- College Degree favored, but not required
- 1 – 5 years experience in a sales-oriented role required
- Excellent written and verbal communication
- Comfort developing relationships over the phone
- Computer Literacy
- Ability to multitask and prioritize
- Ability to work individually and in a team environment
- Positive energy and enthusiasm
- Resiliency necessary to handle the rejection that comes with any sales position with superior cold calling skills
- Self motivated and flexible with the ability to multi task in a fast-paced environment
- Ability to manage situations in a professional and tactful manner

Position Offers:

- Continuous on the job training and support in-house and offsite
- Base Salary plus commission – **unlimited income potential!**
- Healthcare & Dental Benefits, Simple IRA with company match
- Denim Business Casual dress code (Yes that means you can wear jeans!)
- 15 days of Paid Time Off
- Generous holiday schedule
- Awards and incentives including the opportunity to participate in the MRINetwork International Pacesetter Award Program
- Defined Career Path

Visit us www.dennispartners.com to learn more!
Don't miss the "[Top 5 Reasons to Work at Dennis Partners](#)" in About Us
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