

Account Director Job Description

Are you interested in “making a difference” in the lives of individuals? Do you thrive in a dynamic, creative, and fast-paced environment? Do you desire a career where a high level of integrity is demanded and “Relationships are Everything”? JBL Resources cultivates an environment of healthy competition amongst its recruiting team with various incentives for members who not only perform well but also are willing to go above and beyond.

As an Account Director at JBL Resources you will use the “JBL Best Practices Recruitment System” to perform effective Top Talent Services and provide exceptional Client Services to help them find their “*Missing Peace*”. Your primary role will be developing new business opportunities with existing and new clients by implementing Relationship Management techniques to place talent for their calling. The perfect individual must also be able to adhere to high performance and accountability standards.

The JBL Resources Account Director responsibilities include:

- Adhere to the JBL “Best Practices” while engaging in client development activities which include but are not limited to: identifying new opportunities via research/cold calls/networking, initial client qualification, scheduling and conducting new client visits, sourcing, establishing contact relationships, company profile development and candidate marketing.
- Working closely with the Recruiters to ensure that current and future job orders are filled by talented and qualified candidates.
- Demonstrate an understanding of account budgets and targets.
- Developing presentations to deliver during client visits
- Managing open, complete and accurate communication with the JBL Team and the clients.
- Develop and maintain authentic valued relationships to create a long-term partnership which yields success, results, honesty and integrity.
- Establish priorities and performs sales tasks
- Effectively negotiate with clients, establishing client expectations and handle objections.
- Ensuring client satisfaction by scheduling and meeting follow-up requirements.
- Facilitating development of professional service agreements
- Strategic management
- Maintain accurate and well-ordered documentation.
- Provide sales metric reports to management on a weekly basis.

REAL PEOPLE, REAL TALENT, REAL MATTERS™



JBL RESOURCES
THE MISSING PEACE

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