### JOB TITLE: BUSINESS DEVELOPMENT MANAGER

**Vaco Staffing**

Welcome to Vaco - an uncommon company with an empowered culture. At Vaco, we welcome rebels and talented malcontents seeking a collaborative environment where creative freedom rings. If you’re feeling trapped in a soul-sucking job, we invite you to explore what it’s like to join a company changing the face of the industry with a best-in-class culture.

About Vaco:
- Ranked #1 Best Staffing Firm to Work For in North America by Staffing Industry Analysts (Category: 500+ Employees)
- An Inc. Magazine’s fastest growing company in America every year since 2007.
- Over $750 Million in annual sales and 40+ offices internationally and growing.
- Clients range from household names like Google and Facebook to emerging tech start-ups.

### A Day in the Life

The Business Development Manager is responsible for promoting Vaco Staffing, and other lines of business when appropriate, to increase revenue and achieve performance metrics. This position works with one or more recruiters to fulfill open positions while consulting key decision makers in the hiring process. Skill sets served include:

- Accounts Payable
- Accounts Receivable
- Payroll
- Administrative Support
- Marketing
- Sales

### RESPONSIBILITIES:

- Market services and talent to fulfill human capital needs for contract, contract-to-hire, and direct-hire positions for operational and administrative functions, including customer service, sales, and administrative support.
- Identify and develop new and existing client relationships via phone, email, in-person meetings, etc...
- Consult hiring managers and serve as a client partner through the candidate selection process.
- Manage open job orders from intake to fulfillment.
- Collaborate with sales and recruiting teammates to fill open positions and cross-sell other lines of business.
- Achieve established sales and performance goals.
- Use killer negotiating skills to create win-win-win scenarios for Vaco, the candidate, and the client.

### QUALIFICATIONS:

- Experience in recruiting, customer service, sales or related industries.
- Bachelor’s Degree desired.
- Proven success achieving and/or exceeding performance goals.
- Detailed, organized, and adaptable.
- Economically motivated with high desire to grow professionally and financially.

### WE ARE OFFERING:

- Guaranteed Base Salary + Uncapped Commission
- Comprehensive Benefits: Medical, Dental, Vision, Life and Disability Insurance, 401k with company matching, Health Savings Account (with company contributions!), and more
- Flexible PTO that increases with tenure
- Annual incentive trips to exotic destinations for you and a guest
- Ongoing training and development

For more than 15 years, Vaco has matched people with the right careers and consulting opportunities in the areas of finance, accounting, technology, and administration. Vaco’s name is derived from Latin meaning “to free yourself from work,” and this is what we strive to deliver to our 7500+ international clients every day. Our clients span all industries and business stages; including household names like Google, Oracle, Verizon, Nestle, Goldman Sachs, and more. Since 2007, Inc. Magazine has named Vaco one of the fastest growing private companies in America. Experience what it’s like to free yourself with Vaco. Learn more at www.vaco.com.

Vaco is an Equal Opportunity Employer and does not discriminate against any employee or applicant for employment because of race, color, sex, age, national origin, religion, sexual orientation, gender identity, status as a veteran, disability or any other federal, state or local protected class.