



### Pre-Requisites

- Bachelor's degree strongly preferred
- Interest in sales and/or previous sales experience
- Excellent customer service skills
- High energy
- Ability to show initiative
- Competitive mindset
- Ability to multitask and work in a fast-paced environment



### Medix Career Opportunity Recruiting into Sales/Account Management

Medix's recruiting and sales force provides workforce solutions to clients representing a variety of industries. We have been ranked as one of the fastest growing companies in the United States by both Crain's Chicago Business Journal and Inc. Magazine. We are looking to continue that growth by hiring additional talent for our Recruiting into Sales teams.

Through our recruiting and sales efforts, we are committed to fulfilling our core purpose as an organization, which is to positively impact 20,000 lives by 2020. We are seeking valuable additions to the Medix team who believe in locking arms with their teammates and providing unsurpassed customer service to our clients. This hard work and dedication will allow us to make this goal a reality.

At Medix you will begin in Recruiting and transition into a Sales Account Management role. We believe in promotion from within and have a great merit-based environment that allows for all of our employees to see growth opportunities.

In the Recruiter role at Medix, you will identify, screen, negotiate with and place qualified candidates within our clients' organizations. As a company that is growing exponentially within the multiple industries, there is a tremendous opportunity in this position. The Recruiting role lays the foundation for our team to become leaders in our sales opportunity.

#### As a Recruiter for Medix, you will be responsible for the following duties:

- Identify qualified candidates through a number of creative outlets (i.e. job boards, networking groups, social media, etc.).
- Screen and assess candidates through phone screening, interviewing, skills testing, drug/background screening and conducting reference checks.
- Managing the maintenance of current contractors on staff by ensuring excellent attendance, resolving any issues that arise and ensuring employee and client satisfaction.
- Obtain and generate leads and set new meetings with prospective clients.
- Assist with the management of client accounts by attending/shadowing meetings, sending correspondence and/or communicating with clients and resolving any issues.
- Consistently meet and exceed weekly and quarterly quotas (To be established by Management Team upon employment).



# Medix<sup>SM</sup>

## Sales/Account Manager



### Qualifications

- Service-oriented or previous call center experience is a plus
- Ability to work collaboratively in a team environment
- Driven and dedicated to hitting individual and team goals
- Strong work ethic
- Must be able to use many different online avenues to source candidates
- Professional and goal-oriented demeanor



### Benefits

- Competitive salary with uncapped commission in both the Recruiting and Sales roles
- 401(k)
- Comprehensive medical insurance
- Dental insurance
- Vision assistance
- Vacation/personal days
- Paid holidays off
- Employer financed Life, Long Term and Short Term Disability Insurance
- Comprehensive training program
- Promotion opportunities
- Opportunity to participate in community and philanthropic events
- Gym Membership Reimbursement



## Medix Career Opportunity

In the promoted role of Sales and Account Management, you will experience unlimited earning potential, a competitive base salary and a gratifying commission structure. In this role, it will be your responsibility to develop strategic territories by breaking accounts, developing relationships with department managers and directors and providing them with quality personnel.

As a Sales/Account Manager for Medix, you will be responsible for the following duties:

- Obtain and generate leads through prospecting to assist with setting new meetings with prospective clients.
- Build strong networks throughout assigned territory by joining associations, networking groups and using social media.
- Plan, develop and execute territory plan for assigned region.
- Conduct meetings with new and existing clients to express and discuss Medix's value proposition and to ensure the continuous development of future relationships/partnerships with Medix's clients.
- Negotiate contract terms to ensure a win/win outcome for both Medix and client.
- Responsible for the development of assigned recruiters to ensure continued growth and success.
- Consistently meet and exceed weekly and quarterly quotas (To be established by Management Team upon employment).

The root of our growth at Medix and our continued success stems from the dedication of our people. We take pride in our company, as well as the employees and clients who make our success possible. Through combined efforts and commitment, Medix will continue to provide the quality service our contract employees and clients expect.

Our employees are the lifeblood of our organization! Please consider an exciting career in Recruiting into Sales Account Management with Medix!