

ALLIANCE RESOURCE GROUP, LLC

Manager or Director, Consulting and Contract Services

We are seeking a customer-focused staffing executive to augment our dynamic leadership team. This role player will collaborate with our seasoned Executive Search and Staffing Consultants in the acquisition and execution of project and consulting engagements. As a team leader, you will also collaborate with the Partners in establishing short and long-range sales and growth objectives while maintaining and driving the sales culture of the division by providing hands-on leadership.

As Manager or Director, you will be responsible for essential professional activities including:

Business Development:

- Provides hands-on leadership in the acquisition and execution of project and consulting engagements.
- Collaborates with professional staff and Partners on key strategic accounts
- Prospecting for new client business by consulting with hiring executives in order to provide short and long-term resource solutions.
- Provides ARG visibility within the business community by attending various networking and business association meetings. The goal is to further align ARG with business and finance organizations, entities, and partnerships.
- Develops and/or refines client-focused, needs-based selling techniques to support continued revenue growth.

Recruiting:

- Develops and/or refines recruiting strategies that continually replenishes our portfolio of consultants based on existing/projected contract/consulting engagements.
- Participates in recruiting events or professional associations to augment our robust network of consultants and financial professionals.
- Collaborates with our Staffing Consultants in sourcing and screening financial professionals and consultants.

Training:

- Responsible for hiring, training, and continuously managing/motivating internal staff.
- Drives all sales training and continuous professional development activities.
- Coordinates weekly meetings and established sales and recruiting targets and objectives.

2601 Main Street #850 | Irvine, CA 92614
Office: 949-250-1600 | Fax: 949-250-1180
website: www.AllianceResourceGroup.com

Alliance Resource Group...offering a Total Solution for Employers and Financial Professionals seeking short and long-term resources.

ALLIANCE

RESOURCE GROUP, LLC

Accountability:

- Responsible for entire staff's accountability in terms of activity, production, and disciplinary actions.
- Monitors and measures weekly and monthly activities through established KPI's.
- Ensures adherence to our proven operating procedures (Rules of Engagement) and policies.

General Administration:

- Responsible for periodically auditing CRM database to ensure data integrity.
- Author's internet advertisements related to open project proposals.
- Manages overall billing and revenue activity in conjunction with the Partners
- Collaborates with the Partners in terms of all capital/resource requirements that relate to the consulting division.
- Periodic re-examination of overall business development and recruiting processes.

Requirements:

- This exciting position requires 7-10 years of professional experience, preferably within the finance/staffing industry.
- CPA and/or MBA preferred but not required.
- An established clientele or professional network is helpful, but not required.
- Demonstrated ability to lead by example in driving business development and recruitment activity.
- Recognition for achieving personal sales targets that is at or above the level of the level of other team members.

2601 Main Street #850 | Irvine, CA 92614
Office: 949-250-1600 | Fax: 949-250-1180
website: www.AllianceResourceGroup.com

Alliance Resource Group...offering a Total Solution for Employers and Financial Professionals seeking short and long-term resources.