



Account Executive – Central Pennsylvania

Exceptional Talent. Total Confidence.® That's our message and we're sticking to it. At Arcus, we're talent finders. We strive to keep businesses and organizations at the top of their game by providing excellence in staffing, recruiting and direct placement talent solutions. We provide our clients with the right people, for the right position, at the right time. Of course we'd look for the same for one of our own.

Among others, we have recently been recognized as a 2007 Best Places to Work in PA, a Fifty Fastest Growing Company, landed a position on Inc. Magazine's Inc. 5000 List, been honored as a Business of the Year, and recognized with two national awards by the American Staffing Association.

We're experiencing record growth and are in need of an **Account Executive** to help us maintain the quality atmosphere that we have come to love and expect. We have more than 100 years of combined experience and expertise in the staffing arena, and to date, have more than 160 employees and are on track to have revenues in excess of \$19 million this year. Learn more about us by visiting www.arcus.net.

At Arcus, our culture is a state of mind and our way of life. We believe in each other and the talent solutions we provide. Our approach is one of integrity, a strong commitment to winning, a continuous passion for what we do, a true team effort and an environment of openness. We believe that these qualities are vital to our continued success and hold them in the highest regard. We are looking for a professional who has the energy, experience and ability to remain true to them as well.

If you share our entrepreneurial-minded spirit, have experience with sales and account management, and think you can keep pace amidst the challenges of high volume sales, you just might be a great fit. Candidates must be willing to relocate to the Philadelphia, PA area and be willing/able to travel to meetings and appointments, as needed. Relocation assistance is available.

As an Account Executive at Arcus you will be expected to:

- Maintain and grow accounts.
- Ability to conduct needs analysis meetings.
- Manage multiple accounts and build strong client relationships.
- Develop and implement strategic plans to foster long-term business relationships and partnerships.
- Increase market share by proactively prospecting, pursuing and closing new staffing-based business.
- Work closely with the recruiting staff to assure job requirements are clearly defined.
- Meet candidates to assure that they meet Arcus quality standards and client requirements.

We offer a competitive salary, solid benefit options, including medical, dental, vision, prescription, long and short term disability, life insurance, 401K with company match, FSA accounts, paid time off and paid holidays.

Please email your resume and salary requirements to [**HRjob@arcus.net**](mailto:HRjob@arcus.net) for immediate consideration.