



300 Merrick Road – Suite 404
Lynbrook, NY 11563
Phone: 516 596-2800
Fax: 516 596-2801
Web site: www.fcgsearch.com

Entry Level Recruiter and Sales Executive

Lynbrook, NY

Fairway Consulting Group seeks an Entry Level Recruiter / Inside Sales Executive to complement our growing and tenured team. With an emphasis on providing premier search solutions in the pharmaceutical and biotech industry, our firm has over 20 years of experience in recruiting and working with top industry professionals. The Entry Level Recruiter / Inside Sales opportunity enables driven individuals to use their sales experience, entrepreneurial spirit, and commitment to achieve personal success while expanding our established practice and services. A strong work ethic, teamwork, strong communication skills and a positive mindset are typically rewarded by the excitement of placing the right candidate with one of our client companies.

Training

- We offer a comprehensive training program that successfully transitions individuals into the executive search industry. Success is available to everyone but guaranteed to no one. YOU are the only variable in this equation, and if you are ready for an opportunity where you are only limited by your talent and work ethic, the Account Executive role is for you. If you are ready for the challenge and commitment required, we are ready to give you an opportunity that does not exist elsewhere within the search industry.

Responsibilities

- Work with pharma/biotech industry professionals to help them grow both professionally and financially in their careers, and/or help them identify their next key hires.
- Networking with and building relationships with candidates who have the potential to meet the hiring needs of our high-profile clients.
- Learn and embody exceptional candidate & client generation, outstanding time management, the ability to prioritize, and most importantly, grow an unbeatable practice revolving around effective relationship building.

Basic Requirements

- Sales and/or customer service experience preferred
- Polished written and verbal communication skills
- Minimum bachelor degree
- Social media proficiency to connect & network with both active & passive candidates
- An entrepreneurial spirit with the ability to be a team player
- Passion and dedication to create distinctive sourcing strategies to attract candidates of the highest quality
- Flexibility & ability to overcome rejection
- High energy to keep up in a fast-paced, lively & encouraging atmosphere
- Ethical, honest, punctual
- Computer savvy

Culture

- Energetic, positive and motivating atmosphere



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- Coaching, mentorship, and team environment
- Modern and open office
- Fun, rewarding, flexible environment
- Outstanding growth opportunities
- Paid sales incentive trips

Benefits

- Health insurance
- 401K profit sharing plan
- Sales incentives

Job Type: Full-time

First year typical earning potential: \$45K-80K/year (base + commission)

Apply now by sending your resume to krw@fcgsearch.com.