

# NOW HIRING ACCOUNT MANAGERS

# TSG

# THE SELECT GROUP

We are The Select Group (TSG) - a technical services firm with rapidly-growing office locations across the US & Canada. Inc. 5000 named us to their fastest-growing list for 11 years running! We take pride in our high-performance culture and business based on honesty, integrity, and passion.



Inc.  
5000



We're hiring nationwide in:

## Come Grow With Us!

Atlanta, GA  
Boston, MA  
Charlotte, NC

Columbus, OH  
Greensboro, NC  
Dallas, TX

Huntsville, AL  
McLean, VA  
Raleigh, NC

San Diego, CA  
San Jose, CA  
Toronto, ON

### COMPENSATION AND BENEFITS

- Competitive base salary + uncapped commission
- Average promotion in four months
- Monthly car and cell phone allowance
- Opportunity to work at any of our North American offices
- Comprehensive benefits package
- Performance-based incentives - including bonuses & annual, all-expense paid trip
- Holidays and three weeks paid time off
- Opportunity to earn internal company shares
- Retirement savings plan with company match

### TRAINING

- Comprehensive in-depth professional development program with an experienced and dedicated corporate training team
- Mentorship by industry-leading Account Managers
- Continued training through weekly best-practice sessions
- Quarterly sales training classes
- In-depth account management tracking program
- Continued education discounts



We go above and beyond to ensure our employees become the best versions of themselves, both personally and professionally. TSG offers **financial planning, life coaching, mentoring relationships, training and development programs** so each individual can experience paramount success.

### ABOUT US

The Select Group excels in connecting great companies with top-notch talent. We provide a variety of technical services, while helping our consultants find the career of their dreams. We're in the business of impacting lives, one positive experience at a time.

### ASSOCIATE ACCOUNT MANAGER ROLE

The Account Manager role establishes, develops, and maintains business relationships with leaders and executives within the IT & Engineering space, as well as key stakeholders within a variety of client accounts. Key attributes that will contribute to success in the role include: the ability to easily build rapport with a wide variety of people, a confident and persistent manner, as well as knack for recognizing customer service opportunities.

- Business and territory development, including generating sales leads and cold-calling prospective clients.
- Lead in-person meetings to develop understanding of client needs and share details of TSG's core services.
- Develop business relationships within client accounts through regular meetings, phone calls, and after-hours events.
- Maintain understanding of business initiatives within accounts in order to proactively service needs.
- Serve as an expert in the market, providing guidance to clients regarding market trends, hiring, and skill-based needs.
- Partner with the Delivery Team to identify technical resources.
- Negotiate contract terms and agreements for IT services.
- Mentor, develop, and train new Associate Account Managers as they prepare for promotion to account management.

### JOIN OUR TEAM

[www.selectgroup.com](http://www.selectgroup.com)

Tel: (866) 375-1307

Email: [careers@selectgroup.com](mailto:careers@selectgroup.com)



THE SELECT GROUP  
A TECHNICAL SERVICES FIRM