



building companies and changing lives.

Client Manager Job Description

OUR PURPOSE - #DTE (DREAM – TRUTH – EXECUTION)

What is your Dream? Do you know your Dream? Are you willing to go after your Dream?

If your answer is yes, let's share in the dream of building a superior, authentic business together. We are searching for our next, core group of team members and future leaders. At Protis, you will grow professionally and have an experience like nowhere else. Your efforts are mentored through leadership, **results are rewarded** and your career path is unlimited. You will have the opportunity to be a part of something uniquely special not only in the executive search world but in the professional world.

The combination of living the Protis Core Values and a true commitment to helping our team members develop and help them realize their personal scorecards/ and dreams will be the foundation each and everyday. The resulting successful outcomes are the by-product of building our client's teams and changing lives of the talent we touch.

LOOK... Protis values high performance versus the spotlight. We are about one's accomplishments not years of experience or age. We are about talent and fit- not credentials and potential. We are about discipline and detail to ensure consistency and sustaining winning results. We are about winning!!

Position Summary:

As a Client Manager with Protis, this position will be responsible for seeking out potential business development opportunities. The Client Manager will also be responsible for matching and presenting "A" level talent to existing clients and own being the Key Account Lead. In this position the Protis team member must feel comfortable being in a leadership position and motivating their teammates while also delivering through business development opportunities and matching opportunities.

Responsibilities

- Identify and assess talent in the marketplace applicable to the searches you are bringing into the team
- Identify and assess talent to present to current/new client companies
- Align with Research& Sourcing Manager to develop call list with a targeted number of clients/candidates to call each day
- Deliverables: sourcing/delivering candidates for first time interviews set up with client company, presentations, landing new business as well as placements
- Professional timing around follow up with candidates and client
- Ability to maintain and manage multiple searches/projects at a time
- Identify trends in the marketplace within the industry
- Knowledge of Linked In and learning the Protis database to utilize it efficiently

- Enter accurate candidate information into the Protis database, manage the database in an orderly fashion
- Help other members of the team develop personally and professionally

Profile

- 4 year college degree
- Previous sales experience – preferably inside sales & account leadership experience
- Excellent verbal and written communication skills
- Ability to interact effectively with external candidates and clients, and internal team at Protis
- Strong computer skills and familiar with social media
- Ability to multitask and prioritize
- Ability to work in a team environment
- Positive energy and enthusiasm
- Competitive background in extracurricular activities preferred

Position Offers:

- Thorough training in “The Protis Way” (Communication, Execution and Value Sell models)
- Opportunity to earn career awards and annual incentive trip
- Base salary plus bonus
- Benefits, 401K + Match, and Discretionary Profit Share
- Based in Indianapolis