



## About US:

Govig & Associates is the leading executive search firm in Arizona, specializing in identifying top talent for a wide range of industries. We are a passionate team of competitive individuals who thrive on delivering exceptional results and value efficiency. Our "we win" mentality and dedication to setting ourselves apart from the competition drive us to provide the highest quality, white glove service for our clients and candidates. Govig is an equal opportunity employer – we celebrate our people and their individuality. We are seeking an Executive Recruiter to join our dynamic team and make a significant impact in the world of talent acquisition.

## Job Description:

**Position Overview:** Are you a driven, competitive individual who is passionate about achieving goals, driven by efficiency, and dedicated to delivering outstanding results? If so, we want you on our team! As an Executive Recruiter at Govig & Associates, you will be at the forefront of connecting top talent with industry-leading companies. You'll thrive in an environment that rewards performance and values teamwork, while actively taking ownership of your role.

## Key Qualities:

- **Driven to win - competitive:** We're looking for someone who is fiercely competitive and motivated to outperform the competition.
- **Driven to efficiencies:** Efficiency is key. You'll need to consistently find more efficient ways to deliver results.
- **ROI-driven:** Every action you take should be geared towards maximizing ROI for our clients and candidates.
- **Passionate about task completion:** You love achieving goals and ensuring that nothing is left unfinished.
- **Risk-tolerant:** You are comfortable with part of your income being at risk because you believe in your ability to win and achieve a higher annual income.
- **Demotivated by time wasters:** Time is precious, and you despise wasting it on fruitless pursuits.
- **"We win" mentality - team-oriented:** While you're competitive, you also understand the value of teamwork and share the "we win" mentality. Are you willing to share the spotlight and support your team?
- **Fed by opportunity to lead:** You naturally take ownership and thrive when given the chance to lead.
- **Passionate about uniqueness:** You are dedicated to setting yourself and our firm apart from others in the industry.
- **Passionate about helping others:** You find fulfillment in changing lives and improving situations for candidates and clients.
- **Motivated by gaining knowledge:** Curiosity drives you, and you actively seek out new information and knowledge.
- **Motivated by problem solving:** You enjoy digging deep to find the root of any issue and solving it effectively.

## Responsibilities:

- Proactively conduct cold calls to identify and secure new client relationships.
- Develop and maintain strong relationships with existing and potential clients.

# Govig & Associates - Executive Recruiter Job Description

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- Drive business development efforts to expand the firm's client base.
- Leverage your competitive spirit to excel in a performance-driven sales environment.
- Continuously seek opportunities to improve client acquisition processes and efficiency.
- Collaborate with team members to foster a "we win" mentality in securing new business.
- Maintain a strong online presence and personal brand to attract potential clients.
- Contribute to the growth and reputation of the firm in the executive search industry.
- Stay updated on industry trends and knowledge to offer valuable insights to clients.
- Negotiate and close deals with new clients, establishing long-term partnerships.
- Conduct needs assessments with potential clients to understand their hiring requirements.
- Create and deliver compelling presentations to showcase the firm's services to prospects.

## Qualifications:

- Proven experience in executive recruitment or consultative sales.
- Exceptional interpersonal and communication skills.
- Strong problem-solving skills and a passion for finding the root cause of issues.
- Proven ability to work in a highly competitive and performance-driven environment.
- Track record of delivering high ROI for clients and candidates.
- Self-motivated and driven by personal and team success.
- Ability to lead and take ownership of projects and tasks.

**Join our team and be part of a unique, competitive, and driven culture that values efficiency, teamwork, and unparalleled success. If you're ready to take your career to the next level and make a meaningful impact, we want to hear from you!**