



Sun Technologies, Inc. is seeking a proactive and outgoing individual to join the Business Development team in our Alpharetta headquarters. Sun Technologies is a national employment agency that provides staffing and IT services to some of the biggest employers in the country, including several Fortune 500 companies.

#### **Job Title**

## **Account Manager**

#### **Summary**

The Account Manager will be responsible for managing existing accounts and coordinating the placement of professionals at client sites. The Account Manager will work within the MSP/VMS environment for large clients to place contract professionals. As an Account manager, you will be responsible for adhering to all compliance requirements of the MSP, Client, and VMS.

Being a self-starter and a team-player are crucial in this role, as is critical thinking and problem-solving.

#### **Duties and responsibilities**

- Account/ Client relationship management and mining/growing staff augmentation accounts by placing contract professionals
- Responsible for ensuring smooth delivery of contract staffing services for large clients
- Responsible for following up on resumes submitted with MSP staff and pushing resumes for review by end-clients
- Responsible for ensuring all client and Sun Technologies paperwork is completed prior to onboarding
- Responsible for all MSP/Client compliance for staff augmentation (e.g. insurance, rates, markups, MSP/VMS rules of staff augmentation process)
- Attend all MSP/client hiring manager calls on resource requirements and guide the recruiters.
- Onboard candidates, ensuring successful completion of BG and Drug test as per client requirements
- Consistent and thorough follow-up with clients and MSP
- Resolve all issues with for clients by coordinating with internal team and resources providing contract staffing services
- Should be organized and able to effectively multi-task

#### **Qualifications**

- Degree in Business Management, or other related fields
- Experience managing large Fortune 500 client accounts for staff augmentation
- Excellent people and networking skills
- Public Speaking/Presenting Skills
- Interest in technology is always a plus!

#### **Benefits**

- Health Insurance Plan with HSA Option
- Dental and Vision Insurance Plan
- Paid Time Off
- 401k Plan

For more information about this position or Sun Technologies, Inc., please contact:  
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