

Insight Global:

Insight Global is a professional services and staffing company built on the belief that good people should be easy to find. Over the past 25+ years, we've grown into a multi-billion-dollar organization with 70+ offices, supporting a wide array of Fortune 1000 clients and sourcing talent in more than 50 countries. We deliver consulting, technology, and AI-driven solutions - and then staff and support those initiatives with world-class talent.

Our growth is driven by our award-winning culture, comprehensive training, and of course, our people. We pride ourselves in hiring elite entry-level sales talent because we believe in promoting from within. Every employee begins as a Recruiter, building a strong foundation in sales, communication, and relationship-building; skills that carry into Account Management and beyond. As an entry-level Recruiter, you'll be supported by a mentor and immersed in The IG Way, our award-winning training program designed to teach how we operate and grow you into a successful sales professional.

Our Mission:

Insight Global is a company that is dedicated to empowering people by connecting them to opportunities. Every year, we help tens of thousands of people find jobs and support hundreds of clients, big and small across all industries - and today, our impact goes beyond staffing. We deliver talent and technical solutions through staffing, professional services, and consulting, all with extraordinary care. We believe the impact we can make is a result of our Shared Values and Sales Behaviors. Together, they make our company's Sales Identity.

Our Sales Identity:

Our Shared Values

These are the fabric of our company. They're who we are, and shape everything we do. In living our Shared Values every day, our people see success.

They are:

1. Everyone Matters.
2. We Take Care of Each Other.
3. Leadership is Here to Serve.
4. High Character & Hard Work Above All Else.
5. Always Know Where You Stand.

Our Sales Behaviors

Our Sales Behaviors reflect our mentality, how we approach business, and what makes Insight Global stand out from our competitors.

They are:

1. Build In-Person Relationships
2. Be Urgent, Aggressive, & Direct
3. Relentlessly Compete
4. Find A Way
5. Be Elite

Additional Resources:

- [Insight Global's Main Website](#)
- [Our "About Us" Story](#)
- [Our "Who We Were & Are Now" Story](#)
- [Our Career and Internship Opportunities](#)
- [Our Hiring Process](#)
- ["It Begins Here" Career Hype Video](#)
- [Our Staffing & Consulting Services](#)
- [Our Locations](#)
- [LinkedIn](#)
- [Instagram \(@insight_global\)](#)
- [YouTube \(@insight_global\)](#)



Our Career Opportunities:

Recruiter: Entry-Level

The purpose of the Recruiter role is to build the foundation for a successful sales career at Insight Global. As a Recruiter, you'll learn all about staffing and our services – and how to sell them to current and future clients. You'll play the role of matchmaker for companies and candidates by reviewing resumes from our internal database and online job boards, conducting phone interviews, preparing candidates to meet hiring managers, and ultimately negotiating job offers to get them hired.

The average employee spends approximately six months in the Recruiter role before enrolling into either Account Manager Training (AMT). The next 8 to 12 weeks, you'll be working to earn your promotion into either role by applying the skills and knowledge you learned to real-world scenarios with your future clients.

Account Manager: Client Facing

Account Managers are the face of our organization. They work directly with hiring managers at Fortune 1,000 companies by researching and targeting organizations in need of staffing services. They make an initial connection through networking and cold calls, ultimately becoming valuable business consultants and building long-term relationships with their clients.

Account Managers run in-person meetings and lunches to get to know hiring goals, team dynamics, and sell how our services can elevate their business. They'll then gather job requirements and work hand-in-hand with our Recruiting team to find the perfect candidates to fill each role. Account Managers don't sell a product, they sell staffing and are experts when it comes to all things hiring.

Qualifications:

We are looking for individuals with grit, leadership potential, and a competitive spirit. If you are driven, personable, and embody our Shared Values, you're the right fit for Insight Global.

- **Personality:** We look for those who have strong personalities, who are positive, charismatic and have a willingness to connect with others.
- **Grit:** This job is challenging, but it's extremely rewarding. We want the type of people that persevere beyond the hard stuff and proactively pursue long-term goals, work well under pressure, and can handle difficult situations. There will always be obstacles, but how our people handle them is what sets us apart.
- **Team:** Together, anything is possible. IG employees must want to be part of a team and work well with others. Every success story has a team of people behind it.
- **Culture:** Of everything, our culture is most important, and our Shared Values define us. Our employees (and those we seek to hire) embody and live out these shared values.
- **Sales:** We want someone who is motivated, excited about sales, looking to start a long-term career, and can embody our Sale Behaviors: Ability to Build In-Person Relationships, Urgent, Aggressive and Direct, Relentlessly Compete, Always Find a Way, and Be Elite.