

JOB SPECIFICATION

Account Manager / Recruitment Consultant



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Cloud Employee is an innovative offshore recruitment and staffing company with offices in the Philippines. We are directly tackling the growing global IT skills shortage by providing tech companies based in Europe, the US and Australia with software developers that work from our fully-managed offices in the Philippines. Having launched in 2014, we have rapidly grown to a team of over 150 staff with revenues already surpassing £3 million per annum.

The Opportunity

We are now seeking highly-driven individuals to join our international team of expats in Manila. This is a great chance for you to be part of a fun, fast-paced and entrepreneurial business with excellent earning potential. There are also plenty of opportunities for career progression; account managers who reach monthly targets are given the chance to manage their own recruitment team along with a geographical area in the UK, Europe, or Australia.

The Position

Reporting directly into the Director of Business Development, the successful Account Manager/Recruitment Consultant will be responsible for:

- Creating and executing an ongoing business development strategy to identify and close new tech clients looking to hire software engineers through a combination of both cold and warm calling.
- Handling inbound warm enquiries and managing introductory sales pitches to a range of international tech clients.
- Meeting and surpassing monthly and quarterly revenue targets.
- Working as part of a team of Expats based in Manila.
- Working together with the resources/recruitment team who handles the candidate headhunting.
- Providing ongoing support and customer care to your clients building long-term relationships.

Candidate Requirements

- Self-motivated and committed. Pro-active, responsible and accountable for own work.
- Friendly and approachable. Willing to go the extra mile.
- Effective when handling large amounts of information and working methodically and accurately.
- Excellent communication skills, both written and verbal.
- An understanding of programming languages will help but is certainly not essential and can be quickly learnt on the job.
- Motivated “can-do” attitude
- Proven customer care skills
- Enjoys success and all its trappings

The Salary

Yearly basic salary will be between **£15,000 - £25,000** tax-free, depending on experience. We use a flat basic salary structure that increases with the number of sales made.

The Commision Structure

Commission is paid on margin, generated on a monthly basis according to the following brackets:

£0-£3,000	= 0%
£3,000 - £10,000	= 7%
£10,000 - £20,000	= 10%
£20,000 and above	= 15%

Further, there is a quarterly bonus of 10% for a profit of £60,000 and above for each three-month period.

Expected first year OTE is £65,000 tax-free earnings. Second-year earnings are expected to be in excess of £100,000.

The Benefits



Attractive and tax-free base salary and recurring commission structure (based on personal performance)



Relocation to the Philippines (assistance will be provided)



Accommodation allowance for Fort Bonifacio or Rockwell modern complexes with swimming pool and gym



Awesome target-led team building trips to cities across Asia every 6 months



One return flight per annum



The opportunity to join a dynamic and high-achieving team at a critical stage of our development



Local travel and telecom allowance



Private medical insurance

Life in the Philippines

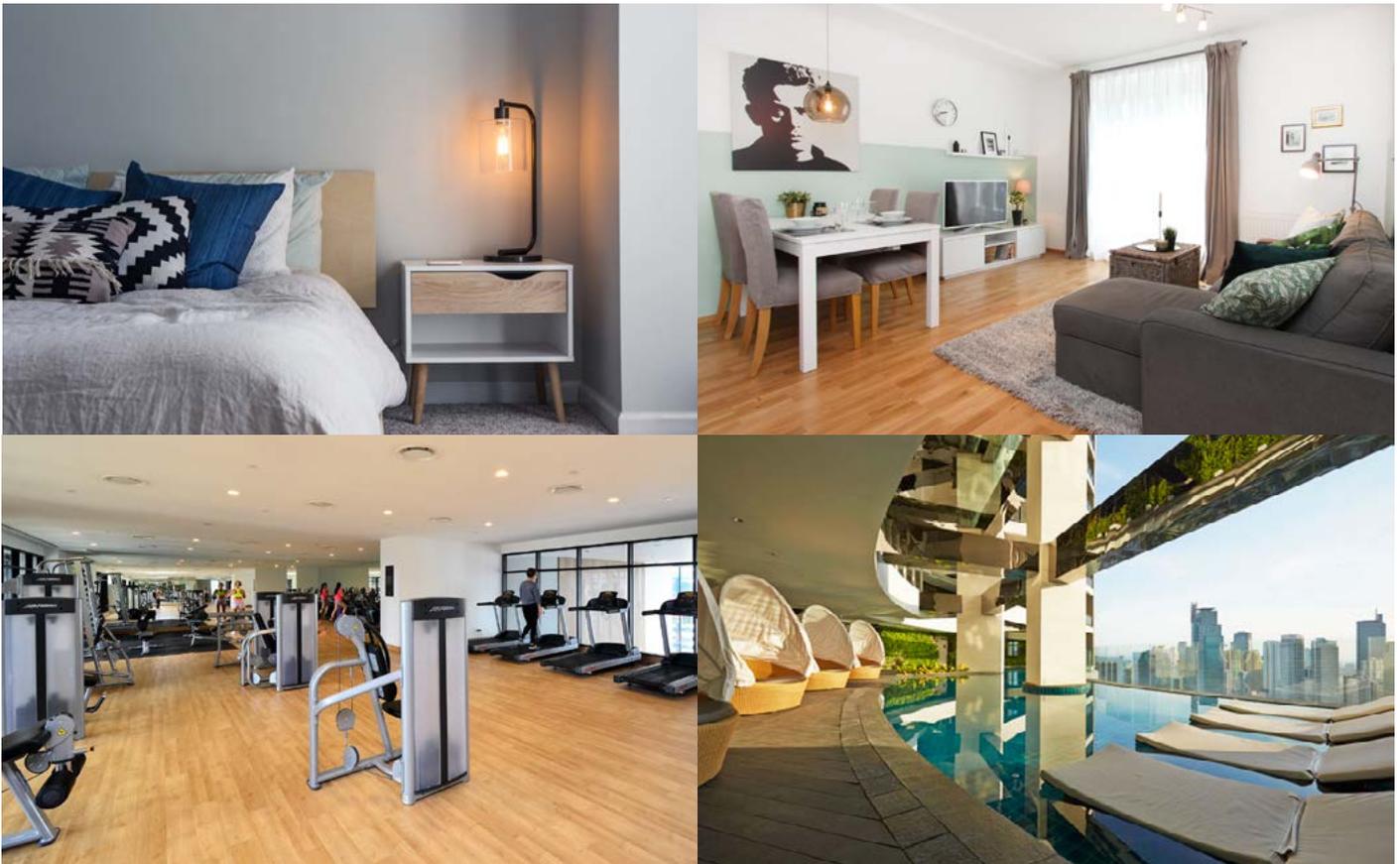
More and more expats are starting to work in the Philippines to enjoy the benefits of the booming economy in the archipelago! Taxis cost less than £3 each way from home to work, and food each week costs only £30 or less (£80 if you eat out every day). On top of this, as an expat, you earn in GBP tax-free.

Life in the Philippines means enjoying the incredible hospitality and warm company of the Filipinos and plus the country's amazing destinations. You can unwind at great bars and clubs near the office and the accommodation area or you can visit the country's pristine beaches just a few hours away from Manila—enjoy the good life you won't experience elsewhere.



Accommodation

Examples of a modern accommodation complex:



Areas of Accommodation



BGC (Bonifacio Global City)
<https://bgc.com.ph/>



Rockwell
<https://www.e-rockwell.com/>

Life at Cloud Employee

There's never a dull moment here at Cloud Employee. Just as how we encourage you to learn and grow as a professional each day, we value fun and play as well. We have a very open and dynamic environment with various games such as foosball, video games, darts, and ping pong, plus activities such as Free Food Fridays every 2nd Friday and Social Fridays every 4th Friday of the month. We value building strong ties and having a good time with our colleagues as much as we love the hustle. Click [here](#) to see a glimpse of what it's like to work at Cloud Employee.

