



Build Your Career... Be Part of Our Sales Team



Aerotek Advantages

Part of Allegis Group, the largest U.S. staffing company

Valuable career training and professional development

Competitive salary and commission

Outstanding health benefits and affinity programs

Diverse work environment throughout the organization

Work as a team, while rewarded for individual performance



We are looking for talented, motivated individuals who want to begin an exciting and rewarding career in a sales-oriented company.

At Aerotek, you will be part of a team that supports our customers by finding the best candidate for the job.

Your Individual Career Path

Your career will begin by recruiting contract employees for our customers in various industries. In your role as a recruiter you will learn the fundamentals of recruiting, sales and other important job skills. We promote from within and develop you professionally so that your success in each role translates to continued career growth at Aerotek.



At Aerotek, a typical sales career path starts as a recruiter. Once mastering this role, employees may move into an account manager role, to build relationships with current and future clients or become a professional recruiter, to mentor, develop and train new recruiters.

Continuing your career at Aerotek can lead to many advancement opportunities including managerial, director and executive sales leadership positions.

In your role you will:

- ▶ Develop recruiting strategies to identify qualified candidates.
- ▶ Determine and understand customers' staffing requirements.
- ▶ Evaluate candidates' strengths compared with customers' requirements.
- ▶ Negotiate wage rates and other terms of employment with candidates.
- ▶ Maintain industry contacts to gain knowledge and obtain sales leads.
- ▶ Manage and supervise current contract, contract-to-hire and direct placement employees.

visit us at www.aerotekcareers.com

A Strong and Growing Company

Aerotek is the #1 provider of scientific & clinical staffing in the U.S.

Aerotek 2009 revenues:
\$2.4 billion

Number of Aerotek salespeople:
1,000

Number of Aerotek recruiters:
2,000

Number of active clients:
10,000+

Number of active contract
employees 65,000+

Our People

The people of Aerotek are the structure on which our company is built. That is why we place a special focus on selecting individuals who are:

- ▶ Performance-Driven: You will make a positive impact on the people around you.
- ▶ Relationship-Oriented: You will build great relationships with customers and employees.
- ▶ Customer-Focused: You will develop a consultative partnership to deliver industry expertise.
- ▶ Trustworthy: You will display integrity and trustworthiness in your daily interactions.

Our Community

Aerotek's Community Outreach Program has built partnerships with key organizations to provide local involvement and national sponsorship. Aerotek employees engage with the following organizations and other community-based charities to provide volunteer support.

- ▶ Boys & Girls Clubs of America
- ▶ United Service Organizations (USO)
- ▶ Special Olympics
- ▶ Ronald McDonald House Charities

Our Industry

Aerotek is one of the nation's largest staffing providers. You will learn about the staffing industry and how we work at Aerotek.

You will support our customers by locating and placing candidates in areas that may include:

- ▶ Architecture & Engineering
- ▶ Scientific
- ▶ Banking & Finance
- ▶ Aerospace & Defense
- ▶ Energy Services
- ▶ Insurance
- ▶ Electronics
- ▶ Automotive
- ▶ Construction Services
- ▶ Pharmaceutical & Biotech
- ▶ Manufacturing
- ▶ Aviation
- ▶ Healthcare

ABOUT AEROTEK

Aerotek® Inc. is a leading provider of technical, professional and industrial recruiting and staffing services.

Aerotek is an operating company of Allegis Group® Inc., the largest staffing company in the United States. Aerotek operates a network of more than 150 non-franchised offices, employing 2,000 recruiters to identify, screen and select top talent.