



JOB PATH OF AN

Account Executive

As an Account Executive, you will have endless opportunities to build your career at Beacon Hill. There are multiple paths to promotion, and everyone's individual journey is unique. Scroll down to check out what a common job path of an Account Executive might look like...



START HERE:

ACCOUNT EXECUTIVE

Searches for and reaches out to new clients. Makes on-site visits, delivers presentations and investigates staffing requirements.



PROMOTION TO...



SENIOR ACCOUNT EXECUTIVE

Works independently, mentoring account executives and leading meetings and engagements.



PROMOTION TO...



LEAD ACCOUNT EXECUTIVE

Hires, manages, and trains a team of account executives.



PROMOTION TO...



BUSINESS DEVELOPMENT MANAGER

Leads entire sales function for an office, including managing all Lead Account Executives and other salespeople.



PROMOTION TO...

PROMOTION TO...



DIVISION MANAGER

Leads an entire team of sales and recruiting professionals at a particular division.



DIVISION DIRECTOR

P&L responsibility, leading an entire division within an office location.



PROMOTION TO...

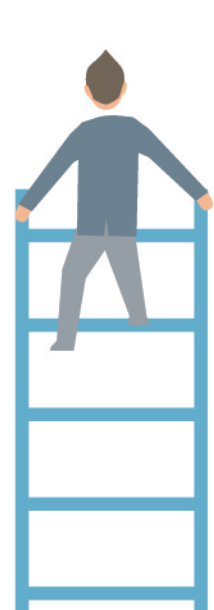


REGIONAL DIRECTOR/MARKET DIRECTOR

Leads multiple divisions within one office location, or the same division across a number of offices.



PROMOTION TO...



SENIOR REGIONAL DIRECTOR

Leads divisions across multiple regions and manages regional directors.



PROMOTION TO...



REGIONAL VICE PRESIDENT

An executive role. The regional vice president is in control of all aspects of a particular geographic region.



In addition to these paths, during your Beacon Hill Career, you will also have the opportunity to potentially transition to our corporate recruiting team, other Beacon Hill Divisions, varied placement disciplines, or our back-office and corporate operations team.



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Employing the Future™