

TITLE: Talent Acquisition Partner (Full Desk Recruiter)
LOCATION: Georgia U.S.A. (Remote Within State of Georgia)
REPORT TO: Director of Recruiting & Business Development
COMPANY: Mercury Agriculture Resources

ABOUT MERCURY AGRICULTURE RESOURCES

Mercury Agriculture Resources builds lasting partnerships grounded in integrity, delivering exceptional customer service with every interaction. We are committed to creating value by understanding the unique needs of those we serve, both clients & candidates, connecting them through thoughtful, transparent, and purpose-driven recruiting solutions.

POSITION OVERVIEW

Working within agriculture / agribusiness, this role partners with BOTH CLIENTS & CANDIDATES. The ability to find and secure accounts is paramount to the success of this position. High degree of self-confidence and belief in one's own ability is key to individual success. This is a commission-based role with *up to 45%* commission of the agency fee paid on each placement. If you are an individual that wants to be compensated for your individual efforts and work, this may be a role for you.

ONLY CANDIDATES WHO MEET THE QUALIFICATIONS WILL BE CONSIDERED

I: PURPOSE

A full-desk recruiter, also known as a 360-degree recruiter, has a pivotal role in the recruitment industry, responsible for managing the entire recruitment process from start to finish. This position combines both the client-facing responsibilities of business development and the candidate-facing responsibilities of talent acquisition. The full-desk recruiter is a dynamic and versatile professional who plays a crucial role in matching the right talent with the right opportunities, thereby driving the success of both their clients and candidates.

In addition to sourcing, screening, and interviewing candidates, as a full-desk recruiter, you will be responsible for finding, contacting, and securing new client accounts in need of filling roles, as well as managing the ongoing relationship with existing clients.

II: FULL-DESK RECRUITMENT 100%

- Identify and pursue new business opportunities and partnerships with business owners, human resources professionals, and hiring decision makers to expand the agency's client base
- Build and maintain strong relationships with key clients and stakeholders
- Source, recruit, screen candidates for open positions including resume review, initial phone interviews and hiring manager / candidate communication and follow up
- Maintain pipeline of candidates both active and passive. Participate in industry events and networking activities to promote the agency's services and capabilities
- Other duties as assigned

IV: QUALIFICATIONS

- Strong agriculture background and experience (Preferred)
- Experience with business development
- Ability to build professional partnerships with hiring companies
- Work independently and be responsible and accountable for personal and organizational goals.
- Self-motivation (*knows what needs done, and does it*)
- Experience interviewing candidates and assessing their fit for open positions
- Ability to manage multiple recruitment projects simultaneously
- Strong sales aptitude
- Organized with a cheerful outlook.
- Strong relationship building skills
- Ethical, honest, integrity, accountable
- Must be a U.S. citizen based in the U.S.
- Travel if/ when needed

V: POSITION & COMPENSATION

- 1099 Independent Contractor if not residing in state of Georgia
- 100% Commission based compensation
- Occasional Travel if needed

Mercury Agriculture Resources LLC is an equal opportunity employer.