Aerotek Role Play

You are an Engineering Account Manager with Aerotek Staffing Agency. AB Engineering just called your office and is unsatisfied with the quality of candidates they are receiving from other companies. Competitors just send resumes with no clear screening process.

Jordan Smith is the Mechanical Engineering manager who made the complaint, and he/she is responsible for making all hiring decisions. Jordan needs to hire four Mechanical Project Engineers for a one-year contract. These individuals must be skilled with five years of project management experience, a Bachelor’s degree in Mechanical Engineering, Physics or similar discipline, CAD experience, be available 50 hours a week, and be able to travel over the course of the project. Although AB Engineering cares about price, quality is of primary importance.

AB Engineering has no prior experience with Aerotek; you asked Jordan to meet with you at his/her office as you need to learn more about the project and his/her company’s staffing needs prior to sharing rates. You arrive at his/her office, and Jordan only has 12 minutes to meet with you.

Uncover Jordan’s hiring needs and interview process and ask how it’s working. Then, convince him/her to use Aerotek by discussing your process of delivering quality engineering professionals via Aerotek’s Perfect Fit Delivery Cycle (PFDC) to ensure the perfect fit for both AB Engineering and the mechanical engineers.

PRIMARY GOAL:
Signed agreement for 12-month contract (no lower than 9 months) with extra points for exclusivity in the contract. Also, set a follow-up meeting to discuss the candidates that you find.

ACTUAL PROJECT:
AB Engineering needs four Mechanical Project Engineers for one year for the following project:

Airport expansion and remodel/upgrade of the existing Heating, Ventilation and Air Conditioning (HVAC) Plants at the following airports:
1. Sacramento Airport
2. Los Angeles Airport
3. San Francisco Airport
4. Ontario Airport
5. San Diego Airport
6. John Wayne Airport

The upgrades are necessary to become more energy efficient as well as to provide the foundation for future gate expansion.