



iPlace USA Welcomes the NEW Director of Business Development – Stephanie Giancola

iPlace USA, announced today that Stephanie Giancola has joined the firm as the Director of Business Development.

MCLEAN, VA, UNITED STATES, September 22, 2016 /EINPresswire.com/ -- September 1, 2016 – McLean, Virginia USA: iPlace USA, a company providing professionally managed recruiting services for US staffing firms and corporations, announced today that Stephanie Giancola has joined the firm as the Director of Business Development. Stephanie is based in Washington, D.C. (USA). She is responsible for the iVMS360™ program and works personally with clients to create account-specific strategies. Her role is to manage the MSP relationships; review and act upon VMS scorecards; and participate in supplier calls. She is also the principal point of contact between iPlace clients and the MSP.

Prior to working for iPlace USA, Stephanie worked for AstraZeneca Pharmaceuticals for over three years in New York City. During her tenure, she was a Sales Specialist for Diabetes, Cardiovascular, and Respiratory Diseases. She was recognized as #1 in the country out of 522 sales representatives for positive market share change within her first year of employment. She was continuously recognized for developing under performing territories, growing sales from 33% to over 130% of goal. Although her job was to sell pharmaceuticals, her main takeaway from her employment at AstraZeneca, was having the ability to change people's lives and better their health conditions.

"We are delighted to welcome Stephanie on board and look forward to utilizing her solid knowledge and passion for providing quality end-to-end solutions to our clients as well as helping us reach new markets." Hank Levine, CEO said. "She enjoys building relationships with clients and negotiating business deals— it's her niche."

Hank continued, "Stephanie also has an innate ability to develop business and influence prosperity within a company. Her innovative mind makes it easy for her to convert challenges into opportunities."

Stephanie added, "It's my absolute pleasure to be joining at a time where there is a unique opportunity to build on iPlace USA's robust reputation. I look forward to being part of such a passionate and dedicated team, working closely with new and existing clients and helping them save lots of time and money through our various initiatives."

Stephanie welcomes your connecting with her on LinkedIn at <https://www.linkedin.com/in/stephaniegiancola>. If you would like to learn more about iPlace, its sourcing and recruiting services, or how working with iPlace can help you generate more profit for your business, contact Stephanie at sgiancola@iplaceusa.com or 917-520-8025.

About iVMS360™

iVMS360™ is an end-to-end service through which staffing firms totally outsource VMS accounts to iPlace. It includes full lifecycle recruiting, account administration, and MSP management. iVMS360™ is true partnership between the staffing firm and iPlace. There is no recruiting and no MSP management costs to the staffing firm; iPlace incurs all the costs up to the point where candidates

receive offers. Candidates, who are placed at the end customer, go on the staffing firm's payroll, and the firm and iPlace split the gross margin for hours billed. This program virtually eliminates onshore labor from the VMS process.

The recruiters' work is overseen by iPlace's management team, comprised of VMS Team Leads, Managers, and Heads. We assign job orders from the VMS portal; format resumes; perform QA checks; upload candidates' resumes into the VMS portal and our client's Applicant Tracking System; assist with scheduling interviews; and initiate the on-boarding process for placed consultants.

For more information on iVMS360, visit the website at: <http://iplaceusa.com/home-offshore-recruiting/services/ivms360>.

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This press release can be viewed online at: <http://www.einpresswire.com>

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