



WHEN THEY CALL YOU FOR A POSITION, ASK....

How long has the position been open?

Why is the position open?

If it's contract or contract-to-hire, does the client have budget approval to bring them on salaried at the end of the contract?

What is the conversion salary range?

What is the hiring manager's name?

How many people have already interviewed for this position?

Is that recruiter a Tier 1 vendor (doesn't apply to all the positions that person is working on)?

How many people has that recruiter placed with that team he/she is calling you for?

How many people has that recruiting team placed as a whole with the client?

How long has that recruiter been working with that client?

STUMP RECRUITER QUESTIONS