

Our recruiters say Copier Careers is a better place to work

Copier Careers® is a one-of-a-kind recruiting business. We work exclusively with independent copier dealerships to find qualified candidates to fill their staffing needs. Over 30 years, we built the tools, know-how, industry connections and a proprietary database with nearly 100,000 active profiles of professionals and businesses to make us indispensable to employers and candidates.

We are also the only recruiting firm exclusively dedicated to the Copier Channel.

A recruiting model built for success

Our recruiters form long-term relationships with OEM-trained copier technicians, sales representatives, MPS/MNS solutions specialists, service and operations managers, selling sales managers, support staff and other industry professionals. We track careers and keep our database up to date, so we can quickly match qualified candidates with open positions. By monitoring industry trends, we know when to encourage a dealer to look at an available candidate — even if they aren't currently looking.

Most other recruiting firms follow a “darts-at-the-wall model” in which recruiters submit many candidates with varying skills to see if someone sticks. The quantity-over-quality approach lacks the precision we have to match qualified candidates with open positions.

Copier Careers	Other recruiting firms
• Proactive recruiting model	• Reactive recruiting model
• Protects assigned territory with existing clients	• No set territory, find your own clients
• Direct contact with hiring managers/ decision makers	• Blind submission of candidates through account managers
• Access to nearly 100,000 qualified industry candidates	• Find and qualify candidates on your own
• Collaborative environment	• Cutthroat environment
• Salary and strong commission plan	• Compensation varies
• Dedicated training system to help you hit the ground running	• Sink or swim training
• Strong brand identity and industry recognition	• Generic/unknown recruiting firm, candidates

Copier Careers is so well-known in the industry that candidates come to us. Our tools and resources allow our recruiters to make great placements and succeed quickly.

The go-to recruiter in a go-go industry

We founded Copier Careers in the age of black-and-white analog copiers. Initially, we only recruited service technicians trained by copier manufacturers. As the industry evolved, we began to recruit service managers, sales reps and sales managers. Now, we also recruit back office positions such as operations managers and controllers, which have become indispensable in the era of Managed Print Services (MPS) and Managed Network Services (MNS).

In the past decade, every position in the industry has changed significantly, and with every technological advance — we grew right along with our clients and our candidates.

Today, technicians need to troubleshoot hardware, software and connectivity problems on an array of devices. Service managers must understand dealership economics and the operations side of the business. Sales reps and sales managers must navigate and analyze clients' increasingly complex operating environments; they must be familiar with a wide range of hardware and software solutions. Our specialty is finding the right candidate for these positions. It is our core business — our only business.

“Our database is what makes us different from other recruiters”

Our proprietary database helps our recruiters find strong, qualified candidates, because it contains comprehensive profiles for nearly 100,000 experienced Copier Channel sales, technical, management and administrative professionals. No other recruiter can make this claim.

More than resumes, candidates®

At Copier Careers, our experienced recruiters are paired with businesses to address current staffing needs. Then our recruiters work to understand each client's long-term business and recruiting goals to help anticipate staffing needs and plan ahead.

We are passionate about using recruiting as a tool for business growth. Our Adaptive Retainer Recruiting® service allows us to go beyond addressing immediate staffing gaps and present clients with qualified candidates on an ongoing basis. This allows our clients to take advantage of hiring opportunities when they come along, which is essential in a competitive hiring environment.

Are you our type?



We are always on the lookout for talented recruiters to join our team. At Copier Careers, you will solve problems and change lives in a collaborative, congenial environment with a top-notch, professional team. We know the industry, and our connections and recruiting model put our recruiters on the path to success. Are you are ready to do interesting work in a dynamic industry? Give us a call!

Copier Careers® is an Equal Opportunity Employer and complies with all applicable federal, state and local laws regarding nondiscrimination. Copier Careers provides equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, national origin, age, disability or status as a veteran. Learn more about Copier Careers at www.CopierCareers.com or call 888-733-4868.

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