

(2) Business Development Manager (Sales): 4 Nos

Job Requirements

- 3- 4 years working as Sales / BDM (US Consulting/Sub-Con and Bench-sales)
- Any graduate with a diploma/PG diploma course in computers or software/IT related. Preferable: MBA (sales & marketing).
- Exceptionally strong client relationship skills.
- Effective communication skills (both verbal and written) and excellent Interpersonal skills.
- Willingness to work in accordance with US time zones (Night Shift).

Description

The ideal candidate must have atleast 3 years of hard-core experience as Sales/ BDM in US staffing/consulting industry in similar role. He should have excellent track record in the placements of Sub-contracting and Bench consultants through his strong client relationship skills. Should have complete experience in end-to-end delivery cycle for the client requirements.

Desired Skills:

- Able to grow the business in alignment with company business plans.
- Responsible for managing and enhancing existing Client relationships.
- Strategic planning in developing new clients, new strategies and its implementation.
- Prioritize requirements and ensure optimum utilization of resourcing team, Willingness to guide resourcing team on resourcing front.
- Responsible for ensuring quality of delivery by screening and short listing resumes before sending to client.
- Should market bench consultants, send hot lists, arrange interviews and negotiate rates with clients.
- Scrutiny Of Contracts to ensure adherence to company policies and payment terms.
- Responsible in co-ordinating with clients for payments.
- Should work independently, able to work with others, and take responsibilities for team success.
- Should have a very good knowledge of onsite technical environments and pulse of US IT market.