

Job Description: Business Development Executive at Talentish HR

Talentish HR is a dynamic and rapidly growing staffing company that specializes in connecting top-tier talent with exceptional opportunities across various industries. As a leader in our field, we are dedicated to fostering professional growth and facilitating partnerships that drive success for both our clients and candidates.

Position: Business Development Executive

Location: Gurgaon / Delhi NCR

Type: Full-Time and Hybrid

Job Overview:

We are seeking a motivated and results-driven Business Development Executive with 2-3 years of work experience to join our team and play a pivotal role in expanding our client base. The ideal candidate will have a proven track record in generating new business opportunities, cultivating relationships, and closing deals. As a Business Development Executive at Talentish HR, you will be at the forefront of our growth efforts, contributing to our mission of connecting talent with the right organizations.

Key Responsibilities:

- Identify, prospect, and generate new business leads through various channels, including cold calling, networking events, referrals, and online research.
- Develop and maintain a deep understanding of the staffing industry, market trends, and client needs to effectively position Talentish HR's services.
- Build and nurture strong relationships with key decision-makers and stakeholders within target client organizations.
- Conduct thorough needs assessments to understand client requirements and tailor solutions that align with their staffing needs.
- Collaborate with internal teams to create customized staffing proposals and presentations that address client pain points and showcase the value of our services.
- Lead negotiation and contract discussions with prospective clients, ensuring favourable terms for both parties.
- Meet and exceed monthly and quarterly sales targets, consistently striving for growth and expansion.
- Keep accurate records of sales activities, client interactions, and deals in the company's CRM system.
- Stay updated on industry trends, competitive landscape, and market insights to identify strategic opportunities for business development.

Qualifications

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent work experience).
- 2-3 years of demonstrated success in business development, sales, or account management, preferably within the staffing or recruitment industry.
- Excellent communication and interpersonal skills, with the ability to confidently engage with clients and establish rapport.

- Strong negotiation and presentation abilities, coupled with a solution-oriented approach.
- Self-motivated and driven to achieve and exceed targets in a competitive environment.
- Proficiency in using CRM software and other sales tools to manage leads and opportunities.
- Willingness to travel for client meetings and industry events, as needed.
- A strategic thinker with the ability to identify opportunities and make data-driven decisions.
- Adaptability to evolving market conditions and a fast-paced business environment.

Benefits

- Competitive base salary and commission structure.
- Collaborative and inclusive work culture that values innovation and teamwork.
- Opportunity to play a crucial role in shaping the growth and success of a leading staffing company.

Join Talentish HR and be part of a dedicated team that is committed to matching exceptional talent with outstanding opportunities. If you are driven by results, have a passion for sales, and thrive in a dynamic environment, we invite you to apply and embark on a rewarding career journey with us.