



<https://cielhr.com/careers/business-development-executive/>

Business Development executive

Responsibilities

1. acquire new clients in the focus sectors, in line with the delivery strength
2. Target must-win accounts and bag them
3. Build revenue streams from new clients by close cooperation with delivery teams and ongoing engagement with the client accounts
4. Engage deeply with clients to understand their needs, develop a solution in close cooperation with other members in CIEL, spot opportunities for other businesses and Cross-sell / help in cross-sales
5. Ensure market coverage with Enterprise, SMB and start-ups
6. Work with Tech Delivery, Recruitment, Marketing, Operations, Payroll, Compliance, Finance teams as required to ensure new client requirements are serviced well
7. Work with the offices/ teams of Ciel for coordination on delivery and / or acquisition of new clients
8. Uphold the brand of Ciel and Ma Foi in the market and ensure customer satisfaction

Experience

Has relevant experience in corporate/ institutional sales and business development for Tech contract/Perm staffing service and IT Services.

1. Specific experience in business development role involving hunting of clients, prior experience in inside sales will also be considered
2. Skilled communicator – verbal as well as written, good listening skills and empathetic in conversations
3. Experience in cold calling/Cold mailing and other such client acquisition tactics
4. Knowledgeable about the current market trends – IT services industry, Staffing industry especially the line of business we are discussing and client industry trends, especially for the sector we are discussing the opportunity about
5. Hands-on experience of having managed client accounts and grown the relationship into larger contracts
6. Track record of budgeting, planning and execution to achieve the budget
7. Follows processes with discipline and uses data to track performance
8. Leverages technology in carrying out one's work
9. Sustains a high quality of output on a consistent basis
10. Shows a hunger to create a bigger impact, learns best practices proactively and deploys them as appropriate

Success Metrics:

1. New Client signups
2. Gross Profit (Revenue) from new business
3. Cross selling
4. Deepening and widening client relationships

Key Performance Indicators:

1. Client Meetings – weekly
2. Proposals submitted – weekly

Hiring organization

CIEL HR

Job Location

Bangalore, Hyderabad, Chennai, Mumbai

Base Salary

₹ . - ₹ 6 LPA CTC

Date posted

October 17, 2024

3. Sign-ups – monthly
4. Gross Profit (revenue) out of new clients – monthly tracking
5. Net addition of Onboards for Staffing team – monthly tracking