



<https://cielhr.com/careers/staffing-manager-non-it-contract-staffing/>

Staffing Manager – Non-IT Contract Staffing

Description

We are looking for an experienced and driven Staffing Manager to lead and expand our Non-IT services across India. The ideal candidate will manage key client accounts, oversee recruitment delivery, and grow the business by building strong relationships with clients in the Non-IT Services and Products industry. The role involves collaborating with Ciel HR's pan-India offices to ensure efficient and timely staffing solutions. This position also focuses on driving profitability and maintaining the high brand standards of Ciel HR and Ma Foi in the market.

Responsibilities

1.Client Management & Recruitment Delivery:

- Manage client relationships and ensure the delivery of recruitment mandates for Non-IT Services across Pan-India clients.
- Work closely with the recruitment/delivery teams to swiftly service new client requirements and ensure that staffing needs are met with efficiency and accuracy.
- Grow the Non-IT business by expanding the scale and scope of services provided to key clients.

2.Business Growth & Profitability:

- Drive business growth by increasing the share of recruitment services with key clients, identifying new opportunities, and expanding into additional markets.
- Achieve and manage Gross Profit (Revenue) targets, ensuring that recruitment activities are cost-effective and align with profitability goals.
- Develop strategies for scaling the business while maintaining high service quality and customer satisfaction.

3.Account Management & Client Retention:

- Implement effective account management practices to nurture and maintain long-term relationships with key clients.
- Ensure high levels of customer satisfaction by delivering quality staffing solutions, addressing client feedback, and anticipating their evolving needs.
- Secure additional business from existing clients by identifying and meeting new staffing requirements.

4.Collaboration with Pan-India Offices:

- Coordinate with the 52 offices of Ciel HR across India to ensure the efficient delivery of recruitment services and the acquisition of new clients nationwide.
- Align with regional teams to understand client requirements and ensure seamless coordination and communication between offices.

5.Brand Management & Market Presence:

- Uphold the strong market reputation of Ciel HR and Ma Foi by delivering exceptional client service and maintaining high standards of recruitment solutions.
- Act as a representative of the company in client meetings, industry events, and networking opportunities to strengthen brand presence and foster business relationships.

Hiring organization

CIEL HR

Employment Type

Full-time

Job Location

Bangalore

Base Salary

₹ Up to - ₹ ₹8.5 Lakhs Per Annum

Date posted

October 17, 2024