

Bench Sales

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Company: Saras India Systems Private Limited

Location: india

Category: other-general

The Bench Sales Recruiter/Manager is responsible for identifying potential client requirements and selling the services of available consultants to fulfill those requirements. They will work closely with consultants on the bench to understand their skills, experience, and career goals, and match them with suitable client projects. The role requires strong communication and negotiation skills, as well as a good understanding of the IT consulting industry and market trends.

Key Responsibilities: Identify potential client requirements through various channels, including job portals, networking, and client referrals. Build and maintain relationships with clients to understand their staffing needs and preferences. Promote available consultants to clients by highlighting their skills, experience, and suitability for the job. Negotiate rates and terms of engagement with clients to maximize revenue and margins. Coordinate with the recruitment team to ensure timely submission of consultant profiles and follow-up on interviews and client feedback. Provide regular updates to consultants on the status of their submissions and any feedback received from clients. Maintain a database of client requirements, consultant profiles, and sales activities for future reference and reporting. Stay updated on industry trends and market dynamics to anticipate client needs and competition.

Qualifications: Bachelor's degree in business administration, marketing, or related field. Proven experience in bench sales/recruitment in the IT consulting industry. Strong communication, negotiation, and interpersonal skills. Ability to work independently and as part of a team in a fast-paced environment. Proficiency in MS Office and CRM software. Knowledge of job portals and social media platforms for sourcing and networking.

Benefits: Competitive salary and commission structure. Professional development

and training opportunities#benchSales ##BenchSales #ITStaffing #BenchRecruiter
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