Business Development Manager

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Company: Pylon Management Consulting

Location: delhi

Category: other-general

Please find the details.

About Pylon Management Consulting

Founded in 2004, in its 19th Year of operation, PYLON is the India's leading Talent Search Company founded and led by people from the premier colleges like IIT Delhi, IIT Mumbai, and PEC Chandigarh. We are an 100+ people strong company with offices in Gurgaon, Bangalore, Mumbai and Kolkata. We specialize in sourcing, assessing and placing exceptional talent that fits our client's culture and business strategy. We have developed an enviable reputation for excellent service within the industry. We act as a gateway to provide talent acquisition and management services to our customers. We provide Talent Search and Recruitment Services to a variety of industries and functions.

Industry Focus: IT - Software & Hardware, KPO, e-commerce, Banking Financial Services and Insurance (BFSI), KPO, Management Consulting, FMCG/CD, Investment Banking, Hospitality, Telecom, Infrastructure.

Functional Focus: Information Technology- All functions, Finance/Accounts, Sales/Marketing, Human Resource (HR), Operations, Auditing, Legal/Compliance, Data Analytics/Statistical Modeling/Statistician, Market Research, Purchase/Supply Chain management, KPO operations etc.

We are a young team of hardworking and dedicated professionals always committed to serve our customers with passion, zeal and enthusiasm.

Job Description

Urgent Hiring (Work From Home)

Business Development Executive (Recruitment agency/Staffing Company experience needed Only)

Experience a Minimum 1-10 year as a BD in any Recruitment agency or Staffing Company

Salary 5L + per annum

Excellent communication skills needed

Immediate Joiner

New Customer Acquisition & B2B Sales.

Cold calling and Negotiation skills

Accounts Management skills

Conversion of leads received from various marketing channels.

Preparing short-term and long-term sales plans, sales approaches and strategies.

Consistently achieve revenue targets in line with organizational objectives.

To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

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