

US Sales Manager/VP - IT Staffing - REMOTE

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Company: Skiltrek

Location: india

Category: other-general

Job DescriptionWe are looking for a Manager/Director/VP - US Staffing – Sales & Recruitment Delivery to join our team and work from home in India. Your current or most recent job must be working in the US IT staffing market. The Business Development Representative is responsible for prospecting sales and qualifying leads for new and existing accounts. You will be responsible for quickly building a team and book of business from your existing contacts for US IT staffing roles. Working Hours: 07:00 PM IST - 04:00 AM IST (Night Shifts) Requirements Must be able to work in US EST shifts. Minimum of 3+ years of experience of Sales/BD in US IT Staffing Services Minimum of 2+ years of IT Recruiting experience in your past Minimum of 2+ years managing recruiters*** Must have an existing network of prospective US Clients/Tier1/Imp Partners to close the deals quickly and must be target oriented.*** Must have preferred relationships and ability to get exclusives. Ability to build direct relations with Hiring Managers / Engagement Managers / Decision Makers Experience starting a local office is desirable. Experience working with Direct Clients/ Tier 1 Client / Prime Vendors / Implementation Partners / MSPs in the USA is MANDATORY Experience working as a Delivery Manager to manage recruiting efforts is highly preferred. Proven successful sales record in the IT Staffing and Consulting Industry. Consistent track record of meeting and exceeding sales expectations. Strong presentation and closing skills. Power-user of MS Office tools. Strong sense of ethics and professionalism. High level of energy, with an outgoing personality. Ability to think outside the box Qualification Any graduate with positive attitude Excellent communication skills both verbal and written skills in English Must Skills Should have good overall understanding of end-to-end

US IT Staffing Business. Excellent Sales & Delivery skills
Excellent verbal Communication skills
Must be proficient with Outlook, word and excel.
Compensation: This position provides a Base salary plus Incentives.

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