

Job Information:

Job Title : Business Development Executive - Staffing Service
No. of Position : 3-6
Start Date : ASAP
Employment Type : Full time
Pay Rate : Open
Location : Dhaka, Bangladesh (Possible Training in Dallas, TX, USA 3-6 Month/year. H1B sponsorship for right candidates is possible).
Operational Area : USA

Responsibilities: As a Business Development Executive - Staffing Service, you will be required to perform the following responsibilities, including but not limited to:

- Conduct Business Development activities to acquire to new customers to provides staffing services.
- Achieve monthly target of acquiring new accounts in the field of 1) Aerospace & Defense(AD), 2) Manufacturing(MFT), 3) Automobile, 4) Architecture Engineering & Construction(AEC), 5) Energy Process and Utility(EPU), 6) Heavy Machinery Equipment(HME), 7) High Tech(HT), 8) Life Science and Medical Devices(LSMD), 9) Consumer Goods and Packaging(CGP) 10) Floating Structures(FS) 11) Entertainment Leisure and Hospitality(ELH) 12) Healthcare Technology(HCT) 13) Information Technology(IT) etc.
- Generate vendor company through cold calling on the telephone, person-to-person meetings and networking with prospective companies
- Generate leads through emails, calls, onsite
- Perform routine task to be vendor listed.
- Establish and maintain routine weekly contact with vendor companies to secure business within minimum amount of time
- Meeting potential client (Vendor companies) for open position.
- Prepare business Proposals and Presentations as needed and tailored to target companies.
- Perform other duties related to staffing businesses.
- Input vendor list information update in the CRM on a regular basis.
- Use technical expertise to generate creative and innovative solutions to bring business/revenue
- Recruiting, Demonstration, training employees for the client.
- Generate a minimum number of prospecting phone calls as required by the leadership
- Create the appropriate pipeline to reach business objectives

Year of Experience

3-5 years

Educational Requirements:

- MBA / BBA major HR (IBA graduates preferable), Other encourage to apply
- A -level and O -level preferable
- Highly competent in spoken English (an IELTS score of 7.0 or equivalent preferable)

Other Requirements:

- 3-5 years Proven work experience as a Business Development Executive - Staffing Service or similar role

Salary: Attractive remuneration package will be offered based on skills, education, and experience.

Apply Through:

- banglarecruiter.com