

Business Development Executive

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Company: JobItUs

Location: , , United Arab Emirates

Category: other-general

Work Experience: 3.0 Year(s) To 5.0 Year(s) Business Development Executive is the one who increases the Organizations Revenue and leading it to better market place and financial growth.He She would be responsible for building new key customer relationships identifying business opportunities negotiating and closing business deals and maintaining extensive knowledge of current market conditions.Business Development Executive will work with Recruitment team maximize revenue for their organization.The Business Development Executive need to find new potential clients and continue to grow business in the future They will also help managing existing clients and ensuring that they stay satisfied and positive Research and build relationships with new clients.An Incumbent will identify and develop new business opportunities through networking, industry knowledge, current expertise and existing contacts.Proactively initiate contact with potential clients- Build and maintain good relationship with existing clients in order to facilitate repeat business- Persuade clients sign search contracts on exclusive and/or retainer basis.Assist clients in formulating their expectation and contractual requirement in order for the appropriate candidates to be suitably matched with the role- Work together with the internal researchers to match the candidates to the profile and create a shortlist- Professionally present a candidate shortlist to the client Requirements--- STAFFING & CAREER CONSULTANTS PRIVATE LIMITED has its Head office in Ahmedabad catering to needs of clients across the Globe. We are Global experts in Qualified, Professional & Skilled recruitment. We work on Contingency and Retainer Module to find the candidates from the Global Market. M M --- is now part of ERA(Executive Recruiter Association) since January 2019. --- --- is a registered under Shop and

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