

Company - Success Pact Consulting Private Limited
Job Title – Business Development Executive
Location - Noida, Uttar Pradesh
Job Type - Full-time (Work from Office – 5 days in a week)
Required Experience – 0.6 - 1 Years

Position Summary

The “Business Development Executive” will focus on lead generation, market research, and leveraging LinkedIn to support business development. This role is crucial in expanding the client base and increasing market presence. The primary objective is to drive revenue growth through securing new contracts and fostering long-term client partnerships.

Responsibilities

- **Lead Generation:** Proactively Identify Prospects: Utilize various channels such as online platforms, industry events, and professional networks to identify and qualify potential clients who require recruitment services.
- **Build and Maintain a Lead Pipeline:** Develop a consistent pipeline of high-quality leads by continuously sourcing new business opportunities and nurturing relationships with potential clients.
- **Outreach Strategies:** Implement and refine outreach strategies, including email campaigns, cold calling, and LinkedIn messaging, to engage with prospects and generate interest in our recruitment solutions.
- **Industry Analysis:** Conduct thorough research on industry trends, competitive landscape, and market dynamics to stay informed about the latest developments in the recruitment industry.
- **Client Needs Assessment:** Analyse the specific needs and challenges of target clients by studying market data and client feedback, ensuring that our services are tailored to meet their demands.
- **Benchmarking and Best Practices:** Identify and adopt industry best practices by benchmarking against competitors, ensuring that our offerings remain competitive and aligned with market expectations.
- **Client Engagement:** Actively engage with prospective clients through meetings, presentations, and negotiations to understand their recruitment needs and propose tailored solutions.

What is Required

- Must have good written and verbal communication skills
- Knowledge of Office automation tools (MS Office etc.) for proofreading, editing and formatting
- Technical qualification preferred (MBA required, preferably with a focus on marketing, sales, or a related field.)
- Self-confidence and self-starter, Self-motivated and results-driven, capable of working independently.
- Effective time management and relationship building abilities

If you are a motivated and results-driven professional with a passion for business development in the recruitment industry, we invite you to join our dynamic team. At Success Pact, you'll have the opportunity to make a significant impact, grow your career, and contribute to our continued success. Apply now to be part of a company that values innovation, excellence, and collaboration.