

Role: Associate Business Development Specialist

Location: Manila, Philippines

Overview

Associate Business Development Specialist is responsible for prospecting, qualifying and generating new leads to support the Business Development team globally. This individual will be a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospect lists, discovery and individual research.

A dynamic personality with a drive to reach decision makers is essential!

Scope of Responsibilities:

- Develop new business utilizing different channel of communication to introduce the AG Globe Services recruitment solution and identify appropriate support within company's recruitment processing needs.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales pipeline.
- Work with Business Development team to develop and grow the sales pipeline to consistently meet quarterly revenue goals.
- Prepare and analyze sales pipeline reports and dashboards.

Required experience and knowledge

- Bachelor's Degree in Business, Communications or related field
- Experience in the HR and/or Talent Acquisition industry preferred
- Good understanding of Full Life Cycle Recruitment processes.
- 2 – 5 years of experience in sales, contract negotiation and client management.
- Demonstrated ability to meet and/or exceed determined sales and activity quotas.
- A proven track record of strong client relationships.
- Excellent written and verbal communication skills.
- Proficient in MS Office products (Excel, Word, MS Outlook, MS PowerPoint)
- Proficient in LinkedIn and CRM tools.

This is salary based opportunity with good compensation/commission incentives.

If you are interested in this opportunity, please send to us your most recent copy of your resume in word format to grace@agglobeservices.com