

Business Development Manager – United States (Atlanta Office)

AG Globe Services is an RPO (recruitment process outsourcing) provider that helps companies across the globe optimize their recruitment process. With offices in Canada, United States, United Kingdom and Philippines, AG Globe Services is an innovative Global RPO expanding worldwide at a rapid pace.

We are looking for an ambitious, driven Sales Professional to establish a strong presence in the United States market place. If you have a proven track record in exceeding sales quotas, strong leadership skills and are looking for your next challenge this may be the ideal step in your career.

You will responsible for the following:

- Manage business relationship with clients that will contribute to sales/profitability of company by cold calling (finding), onboarding (negotiating contracts), nurturing (integration with AG Globe Services), and seamless hand over to Senior Recruitment Manager.
- Lead negotiations, coordinate complex decision-making processes and overcome objections in order to maximize opportunities to achieve higher sales
- Achieve and surpass monthly, quarterly, and annual committed sales quotas
- Develop and prepare monthly target, sales and performance reports

QUALIFICATIONS:

- A minimum of 5 + years of sales experience in the recruitment industry including: cold calling, lead qualifying, ability to negotiate contracts and close deals.
- Experience with inside/outside sales, Account Management, Account Development.
- Demonstrated track record of successful, credible sales and follow-up to executives and decision makers within an organization.
- Highly organized and able to keep accurate records detailing the sales process for each business partners.
- Strong networking skills and a strategic planner to grow pipeline.
- Excellent written and communication skills.

EDUCATION:

- Bachelor's degree (B.A.) or equivalent strongly preferred.

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

Please submit your updated resume to: resumes@agglobeservices.com