

Location: Sydney, Australia

Position: Business Development Associate

POSITION SUMMARY:

Due to the expansion of AG Globe Services, we are searching for Business Development Associate to cater to our global business needs.

The Business Development Associate will be responsible for acquiring new clients by introducing our RPO services. While maintaining and building a relationship with our clients, the Business Development Associate will also be working closely with the Recruitment and Sourcing team to achieve their targets. This position will require the Business Development Associate to work remotely.

KEY ACCOUNTABILITIES:

- Interacting with clients for new business opportunities on a day-to-day basis
- Allocating clients' orders to Recruiters and Sourcers while ensuring clients' requirements are fulfilled
- Follow up with clients for status updates
- Develop and prepare sales targets reports and monthly target and performance reports
- Conducting business via telephone, email and/or other communication tools

QUALIFICATIONS / SKILLS REQUIRED:

- Demonstrated record of success in Business Development
- Must have 2+ Years of Business Development experience
- Must have strong work ethic and excellent communication skills
- Must be success driven and goal oriented
- Must be comfortable and confident conducting business over the telephone and face to face sales presentation
- Travel will be required

EDUCATION:

- Bachelor's degree or equivalent

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