



<https://www.cielhr.com/careers/business-development-executive-inside-sale/>

## Business Development executive/ Inside Sale

### Responsibilities

The Sales Business Development professional will be responsible for bringing in new business across all the Vertices of CIEL HR Services.

- The incumbent should be able to effectively hunt for leads through Cold Calling, emailing, and LinkedIn, while ensuring that new client meetings are scheduled & new deals are closed every week.
  - Should be able to manage day-to-day activities including Lead generation targeting B2B clients in the IT & Startup sector, market research, communicating with clients.
  - The candidate should be able to proactively follow up with clients for clearing their concerns and negotiations.
  - Should be able to meet sales and revenue goals as per the sales plan (weekly and monthly)
  - Drive the entire business development process from initial call through to closure.
  - Build and maintain relationships with clients and partners across all levels.
- Contribute to the client base expansion and maintain business performance standards.

Desired Candidate Profile:

- Bachelor's/Master's in Business, HR, or related field.
- Strong cold-calling, negotiation, and relationship-building skills.
- Excellent written and oral communication skills.
- Proven sales track record.

### Experience

6 month-3 years [Must have- Recruitment Industry experience of min 6 mts.

### Eligibility

Any Graduates [Male/ Female both works – In fact will be happy to support a handicapped candidate or someone coming back to work after a long break.

### Skills

Above average, with no mother tongue influence.

### Hiring organization

CIEL HR

### Employment Type

Full-time

### Note:

It will be a WFH role; in case of Bangalore location hybrid

### Job Location

Pan India

### Base Salary

₹. - ₹ 30K NTH

### Date posted

October 17, 2024