

United Kingdom Jobs Expertini®

Business Development Manager (UK) - commission only / high value transaction

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Company: TalentRoom

Location: United Kingdom

Category: other-general

Summary:We are looking for a proactive and results-driven individual with an entrepreneurial mindset to join our team as a Business Development Manager. The ideal candidate is skilled at reaching out to potential clients through various channels such as cold calling, cold email, networking, and social media. They will be able to effectively present our recruitment solutions, negotiate contracts, and establish favorable terms of business with clients. Additionally, the role involves developing and nurturing strong relationships with both new and existing clients, ensuring long-term partnerships through continuous engagement and excellent service delivery.

Client Acquisition:- Reach out to potential clients through cold calling, cold email, networking, and social media- Meet prospects and present the recruitment solutions (permanent placement or staffing)- Negotiate contracts and terms of business with clients.

Relationship Management:- Develop and maintain strong relationships with new clients- Expand to ensure long-term partnerships- Pitch candidates to clients and get feedback

Collaboration with Recruiters:- Provide feedback to the recruiters to find better candidates- Assist the placement of a candidate all steps of the way

If you're feeling that spark of excitement, don't hesitate to reach out!

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