

Business Development Staffing / Manager

Company: *Astral Consulting*

Location: Wagle Estate, Thane, Maharashtra

Experience: 2+ years in Business Development (Staffing/Recruitment Consulting)

Are you a results-driven Business Development professional with a proven track record in the Recruitment Consulting space? Do you thrive on building new client relationships and expanding market share? We are looking for a motivated individual to join our team in Thane and drive the growth of our staffing services.

The Role

As a Business Development Staffing / Manager, you will be responsible for the full sales cycle—from lead generation and initial outreach to closing deals and fostering long-term client partnerships. Your primary goal will be to secure new staffing mandates and increase our presence across various industries.

Key Responsibilities

- **New Business Development:** Identify, prospect, and acquire new clients needing recruitment and staffing solutions across different sectors.
- **Sales Strategy:** Develop and execute strategic sales plans to achieve and exceed business development targets and revenue goals.
- **Client Relationship Management:** Build and maintain strong, trust-based relationships with key decision-makers (HR Heads, Talent Acquisition Managers, Business Leaders).
- **Proposal & Contract Negotiation:** Prepare compelling proposals, conduct presentations, and negotiate terms and contracts with potential clients.
- **Market Intelligence:** Stay informed about industry trends, market competition, and client needs to continuously refine our service offerings.
- **Collaboration:** Work closely with the recruitment delivery team to ensure client requirements are met efficiently and effectively.

What We're Looking For

- **Mandatory Experience:** 2+ years of progressive experience in Business Development specifically within a Recruitment Consulting or Staffing company is non-negotiable.
- **Location:** Must be willing to travel to and work from our Wagle Estate, Thane office.

- Sales Acumen: Exceptional networking, negotiation, and communication skills (both verbal and written).
- Goal-Oriented: A proven ability to meet and surpass challenging sales targets.
- Strong Preference: We are looking for a female candidate to foster diversity within our leadership team.

Why Join Us?

We offer a challenging and rewarding environment where your contribution directly impacts our growth. You will get:

- A competitive salary and an attractive incentive structure.
- Opportunity to lead and shape the business development function.
- A collaborative and supportive work culture.
- Prime office location in Wagle Estate, Thane.

If you are passionate about sales in the recruitment industry and ready for your next big challenge, we encourage you to apply!