

United States Jobs Expertini®

Senior Manager / Business Development Manager

[Apply Now](#)

Company: Pyramid Technology Solutions

Location: Indianapolis

Category: other-general

Position: Business Development Manager/Sales Manager Location: Indianapolis IN, Mission Viejo, CA (Remote) Duration: Fulltime Experience with US IT Staffing/Recruiting Industry is must, Should have existing client base. Job Summary: As a Business Development Manager, you will play a pivotal role in driving the growth and success of Company. Your primary focus will be on identifying new business opportunities, fostering client relationships, and contributing to the expansion of our client base. This role requires a proactive approach, strong sales skills, and the ability to develop and execute effective business strategies. Key Responsibilities: Experience with US IT Staffing Industry is must. Identify and target potential clients through market research and lead generation activities. Build and nurture relationships with key decision-makers within target industries. Develop and implement business development strategies to achieve company growth objectives. Collaborate closely with cross-functional teams to ensure seamless service delivery to clients. Prepare and deliver compelling sales presentations. Analyze market trends and competitor activities to identify areas for growth and innovation. Work closely with the recruitment team to understand client hiring needs and tailor solutions accordingly. Stay updated with industry trends, market shifts, and emerging opportunities. Qualifications and Requirements: Proven experience as a Business Development Manager or in a similar sales role. Strong track record of successfully meeting and exceeding sales targets. Excellent communication and interpersonal skills. Ability to understand client needs and provide tailored solutions. Exceptional negotiation and presentation skills. Self-motivated and able to work independently as well as in a team environment. Knowledge of Staffing Agency is

advantageous.

[Apply Now](#)

Cross References and Citations:

1. [Senior Manager / Business Development Manager Jobs Indianapolis ↗](#)
 2. [Senior Manager / Business Development Manager Jobs Indianapolis ↗](#)
 3. [Senior Manager / Business Development Manager Jobs Indianapolis ↗](#)
 4. [Senior Manager / Business Development Manager Jobs Indianapolis ↗](#)
 5. [Senior Manager / Business Development Manager Jobs Indianapolis ↗](#)
 6. [Senior Manager / Business Development Manager search Indianapolis ↗](#)
 7. [Senior Manager / Business Development Manager job finder Indianapolis ↗](#)
1. [Senior Manager / Business Development Manager jobs ↗](#)
 2. [Senior Manager / Business Development Manager jobs ↗](#)
 3. [Senior Manager / Business Development Manager jobs ↗](#)

Source: <https://us.expertini.com/jobs/job/senior-manager-business-development-manager-indianapolis-pyramid-technology-s-2591-17438/>

Generated on: 2024-05-06 by [Expertini.Com](#)