

# US Sales & Recruiting Job Openings (INDIA)

## 1. Bench Sales

Designation: Bench Sales

Experience: 3yrs to 6yrs

Location: Hyderabad

Notice Period: Immediate / Short Notice

### Job Description

- Experience in marketing the Bench Consultants, regular interaction with the bench candidates, there by identifying their needs and position them to projects accordingly.
- Proven successful sales record in the IT Staffing and Consulting Industry.
- Knowledge of technology related business development and staffing services should be able to work with vendors and generate new vendors.
- Minimum of 5-10 years proven Bench sales (US Staffing) experience
- Experienced with full cycle of Sales, submitting the consultants, confirming the best rates for consultants, following up for interview schedules, closing the best deals.
- Ability to interact, develop Vendor network and get the OPT and H1-B candidates placed in quick turnaround time.
- Experience working with H1B, OPT, US citizens, GC candidates preferred.
- Gathering requirements for consultants from Tier-1 Vendors of clients, Job portals and other networking techniques.
- Submitting the candidates for the suitable positions and following up regarding the rates and client interviews.
- Updating and maintaining the database for future requirements, generate daily reports and update them.
- Excellent negotiation skills.
- Must work in US shifts. (Night Shifts).
- Excellent knowledge of Job Portal searches on the likes of Monster, Career Builder, Dice, etc.

### Qualifications:

Minimum Bachelor's degree

Good to have experience working with ERP technology based Clients or Prime Vendors

Good to have experience marketing ERP, Cloud, ETL, Bigdata technology based consultants