

<https://entouragesearch.com/job/sales-development-representative/?lang=en>

## Sales Development Specialist

### Description

We are in search of a highly motivated Sales Development Specialist to join our reputable recruitment agency. In this role, you will be instrumental in promoting our specialized recruitment services by building relationships with businesses who are seeking expert HR and recruitment solutions. Your mission will be to examine the needs of prospective clients, showcase our comprehensive recruitment services, and cultivate successful partnerships.

### Responsabilités

- Establish and maintain strong relationships with existing and potential clients.
- Identify and target potential companies requiring HR, Payroll and Recruitment services.
- Establish contacts with decision-makers within companies to understand their personnel needs.
- Effectively present the company's recruitment services, highlighting our competitive advantages and expertise in the field of human resources
- Responsible for ensuring customer satisfaction with our services and addressing any issues to maintain high retention rates
- Collaborate with the internal recruitment team to develop customized proposals that meet the specific requirements of clients.
- Present and negotiate proposals to reach mutually beneficial agreements with new customers.
- Keep a pulse on the recruitment and employment landscape, conducting competitive analysis to refine our strategies and maintain our competitive edge.

### Qualifications

- Minimum 2 years experience in B2B sales in a Recruitment firm or similar position
- Demonstrated experience in selling services, preferably in the recruitment sector.
- Excellent communication and negotiation skills. both written

### Organisation d'embauche

Entourage RH

### Type d'emploi

Temps plein

### Durée d'emploi

perman

### Lieu de travail

Montreal

### Salaire de base

55,000 \$

### Date postée

4 mars 2024

and verbal

- Bilingual French & English to service our Clients in their language of choice.
- Ability to understand specific client needs and propose tailored solutions.
- Results-oriented, with a demonstrated ability to achieve and exceed sales targets.
- Knowledge of the recruitment market and human resources trends.
- Demonstrates ability to collaborate, build and maintain strong and respectful relationships with clients and internal team members
- Possesses strong persuasive abilities
- Intuitive sales focused mindset and strong work ethic
- Proficient in Microsoft Office

### **Avantages sociaux**

What you will gain:

- **Impact:** Your work will directly influence our company's growth and the success of our clients, making a tangible difference in the HR & Recruitment landscape.
- **Growth Opportunities:** We are deeply invested in your professional development, offering clear pathways for advancement and skill enhancement.
- **Flexible Work Options:** Embrace the balance of in-office collaboration and the convenience of remote work with our hybrid work model for this position.
- Competitive salary with attractive commissions.
- Continuous training and professional advancement opportunities.
- Dynamic and collaborative work environment.
- Health & Dental
- Onsite Parking