
Title: Business Development Manager, Search & Recruiting

Location: Americas

Company Overview

People2.0 is the world's largest global employer of record (EOR) and agent of record (AOR) services platform, created exclusively to serve the talent ecosystem, including staffing agencies, search and recruiting firms, individual recruiters, mass talent procurement organizations, and compliance, contracting, and consulting companies.

People2.0 enables talent providers, large and small, to place anyone in any work arrangement, anywhere—simply, quickly, and compliantly. Our global team is dedicated to helping our customers expand their value proposition, optimize opportunities to access the global talent pool, and create a borderless world of unlimited growth for their business.

Please visit [People20.com](https://people20.com)

Position Overview

The Business Development Manager is responsible to help People 2.0 continue its track record of high growth. The successful candidate will have experience consulting to and developing relationships with small and medium sized independent recruitment business owners. They'll operate with high integrity in a fast paced environment where it's not uncommon to close multiple opportunities in one day. We're looking for people with an assertive self-directed style seeking to fast track their sales career. Candidates must be able to hit the ground running and produce immediate results

Primary Responsibilities

- Research, identify, initiate and nurture relationships to develop potential new business leads
- Manage a high volume of outbound calls to warm marketing lists to uncover qualified opportunities
- Manage pipeline data in a sales database; analyze market opportunities and target prospects
- Consultative introductory discussions with independent recruiters and recruiting firms to target and convert leads into prospects.
- Develop trusting relationships
- Present solutions, assist in developing presentations and conducting proposal meetings
- Close

Education and Experience

- Min. 2 – 3 years of business-to-business sales experience with a successful track record
- Bachelor's Degree or equivalent
- Experience communicating with business owners and executives of small to mid-sized businesses
- Experience selling a service solution
- Self-motivated with prior successful experience in sales of an intangible
- Prior experience in a B-to-B services business, preferably in outsourcing or professional services, ideally in staffing, recruiting or similar workforce solutions
- Engaging, articulate professional, with solid organizational and time management skills, persuasiveness, problem-solving skills, articulate and possesses good writing skills.
- Ability to travel overnight within the U.S. up to 20% of time or potentially relocate.

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People 2.0 is committed to providing equal employment opportunities to all associates and applicants without regard to race, color, national origin or ancestry, citizenship status, religion, sex (including pregnancy, lactation, childbirth or related medical conditions), sexual orientation, physical or mental disability, age, veteran status, uniformed servicemember status, gender identity, genetic information (including testing and characteristics) and any other characteristic prohibited by federal, state or local law. Our commitment to equal opportunity employment applies to all persons involved in our operations and prohibits unlawful discrimination by any employee, including supervisors and co-workers.

In furtherance of this commitment, the Company is committed to providing a work environment that is free of prohibited harassment. As a result, the Company strictly prohibits sexual harassment and harassment against applicant and employees based on any legally recognized status, as defined above, or any other status protected by federal, state, or local laws.