## Business Development Staffing Executive Sales/BD

Bring in clients. Creation of sales, and lead generation strategies for the sales staff and networking with both clients and job candidates to build relationships. The business development also determines which potential clients are best suited for the company's purpose.

1. [“Tell Me About Yourself”](http://biginterview.com/blog/2011/09/tell-me-about-yourself.html)

5+, IT, Finance, in-house recruiter, staffing and co-corporate recruiter

Linkedin, google, job boards, ats screen

sales, pre-close deal

training hire manager (timeline), phone screen

good at communication

known h1b

1. Which roll you have been work in the entire pipeline?

Analyze requirement, sourcing,

1. [“Describe Your Current Position”](http://biginterview.com/blog/2013/05/describe-your-position.html)

Screen candidates, work with hiring manager, job requirements

1. [“What is your strength?”](http://biginterview.com/blog/2013/03/what-are-your-strengths.html)
2. [“What is your weakness?”](http://biginterview.com/blog/2014/02/what-is-your-greatest-weakness.html)

Do own homework, learn from candidates, internal IT manager (MUST and nice to have)

**Tech Questions:**

1. Did you every work in IT & Finance niches? If so, can you talk about how did you build your network in IT & Finance niches?

1. If you work in our company, what is your strategy to bring in new clients?
2. Are you comfortable with new technology? Currently, what software or database are you familiar with?

Bullhorn, ATS, peoplesoft

1. Do you have any experience with Back Office? Like: balanced approach, cost analysis, payroll funding, etc.
2. [“Do you have any questions for me?”](http://biginterview.com/blog/2011/08/best-questions-to-ask-end-interview.html)

Have pation! Prefer sale side, have connections!