## 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)

15+ years, 7+ years on IT & Finance,

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

recruiter/sales,

1. [“Describe Your Current Position”](http://biginterview.com/blog/2013/05/describe-your-position.html)
2. [“What is your strength?”](http://biginterview.com/blog/2013/03/what-are-your-strengths.html)

like staffing industry, closing deals

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

***mentoring candidates***

**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?

Aggressive approach, social media (linkedin), local events, stop by and drop some snakes & flowers,

1. If you work in our company, what is your strategy to bring in new clients?

Random cold call, do homework, follow up, see in person (more successful), coffee & launch together

1. Are you comfortable with new technology? Currently, what software or database are you familiar with?

Bullhorn, ATS (smartsearch), salesforce

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)

**Aug 2017. ASAP. Right now.**