## 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)

6+, candidates source (linkedin, indeed, careerbuilder)

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)

F500, IT, Finance, Engineering

Call candidates, attend events

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

Organized, pull info, find things

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

**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?

Find out clients info, analysis

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

Meeting with employers, do homework (linkedin), job boards, social media

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

Bullhorn, ATS (smartsearch),

1. Do you have any experience with Back Office? Like: balanced approach, cost analysis, payroll funding, etc.

secure payment

1. [“Do you have any questions for me?”](http://biginterview.com/blog/2011/08/best-questions-to-ask-end-interview.html)