## 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)

7+, IT, sales, enjoy

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

recruiter,

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

IT (PHP, Engineers)

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

understand candidates, role, talk to hire manager to figure out the requirements

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?

LinkedIn, social media

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 (smartsearch), people soft, ADP

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

payroll, benefit

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