



Sales Professional/ Business Development Staff  
PRIMUS BUSINESS MANAGEMENT

**Job Category:** Marketing/Sales

**Job Source:** nrbjobs.com

## Job Summary

**Employment Type:** Full Time

**Gender:** Any

**Career Level:** Entry Level

**Salary:** Negotiable

**Posted On:** 2 Oct 2024

**Application Deadline:** 31 Oct 2024

## Job Context

- PRIMUS Business Management is a leading provider of comprehensive business support services, including Accounting, Human Resource Management, and Administrative and Operational Support. At PRIMUS, we are committed to helping businesses grow and thrive by focusing on our 3C Model—Compliance, Culture, and Consistency. Our goal is to empower organizations with the tools and strategies needed to succeed in today's complex business environment.

## Job Description/Responsibility

- Develop and execute sales strategies to attract new clients for PRIMUS Business Management's services, including Accounting, Human Resources, and Virtual Assistance.
- Identify and qualify potential clients by researching businesses that could benefit from our services.
- Build and maintain strong relationships with potential and existing clients to foster long-term partnerships.
- Conduct consultative sales presentations to showcase PRIMUS's offerings and tailor solutions to meet client needs.
- Collaborate with internal teams to develop customized service packages for clients.
- Meet and exceed sales targets and KPIs, ensuring steady growth of the client base.
- Stay up to date with industry trends and competitive landscape to effectively position PRIMUS's services in the market.

## Education Requirements

- Bachelor/ Honors(Bachelor Degree in any Discipline) completed.

## Additional Academic Requirements

- Bachelor's degree in Business, Marketing, or a related field (preferred but not required).

## Experience Requirements

- No experience is required.

## Skills Requirements

- Proven experience in sales or business development, specifically in selling business management services such as Accounting, Human Resources, and Virtual Assistance.
- Strong understanding of business management and back-office functions, with the ability to communicate their value to clients.
- Exceptional communication, negotiation, and interpersonal skills.
- Results-driven mindset with a track record of meeting or exceeding sales targets.
- Ability to work independently and as part of a team.
- Strong organizational skills and attention to detail.
- Experience using CRM software to manage leads and track sales activity.

## Work Area

- Applicant should have experience of working in the following category(ies): Marketing/Sales

## Industry Type

- Experience should include the following skills: Others

## Job Location

- Anywhere in the country

**Address:** Brooklyn, NY, Brooklyn, NY, United States

**Company Profile:** Private

**Company Website:** <http://www.primusco.com/>