

## Business Development Lead - Consumer / Healthcare

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Company: Argyll Scott

Location: Thailand

Category: other-general

**Company Overview:** Argyll Scott is a leading recruitment agency in APAC, specializing in senior level assignment across consumer led industries. We are expanding our team and seeking a dynamic and driven Business Development Lead to contribute to the growth and success of our emerging markets businesses. If you are a strategic thinker with a proven track record in client development within the recruitment industry, we invite you to join our team.

**Position Overview:** As a Business Development lead, you will be responsible for identifying and cultivating new business opportunities, building stronger relationships with clients, and driving revenue growth. This role requires a combination of sales acumen, industry knowledge, and the ability to understand and address client needs offering tailored solutions.

### **Key Responsibilities:**

#### **Client Acquisition:**

Identify and target potential clients in the local and international markets

Develop and implement effective sales strategies to acquire new business partnerships.

#### **Market Analysis:**

Conduct market research to identify industry trends, competitor activities, and potential areas for business expansion.

Analyze client needs and tailor recruitment solutions to meet their specific requirements.

### **Relationship Building:**

Build and maintain strong relationships with key decision-makers within client organizations.

Act as the primary point of contact between clients and the recruitment team.

Enjoy networking across C level with a passion for your industry

### **Proposal Development:**

Prepare and present compelling proposals, demonstrating a clear understanding of clients' staffing needs and how our services can add value.

Ability to pitch more complex recruitment solutions

### **Revenue Generation:**

Work closely with our recruitment and search teams in the region to deliver high quality work

Negotiate contracts and agreements to ensure mutually beneficial and profitable partnerships.

### **Collaboration with Recruitment Team:**

Work closely with the recruitment team to ensure seamless communication and delivery of high-quality candidates to clients.

Provide feedback from clients to assist in the continuous improvement of recruitment processes.

Work with fellow directors in APAC

### **Qualifications:**

Proven track record in business development across C-level contacts

Excellent key account development

First class communication and presentation skills.

Strong negotiation and closing abilities.

Ability to understand client needs and customize recruitment solutions accordingly.

Strong network in the region

Argyll Scott Asia is acting as an Employment Agency in relation to this vacancy.

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