

Notice for Placement

Job opportunity for Business / Marketing / Operations Management

Company Name:- **Morpheus Human Consulting**

Position:- **Strategic Alliance Manager / Executive**

Company Website:- **www.mhc.co.in**

Work Location:- **Andheri, Sakinaka**

Company Background / About Company: Morpheus Human Consulting Pvt. Ltd. is the fastest growing HR solutions company in India, with specialized service offerings in Recruitment Solutions, Executive Search, Training, Legal services and project based RPO hiring. Headquartered at Mumbai, we provide world class HR services through our company and franchise owned offices across 19 cities in India to over 400 organizations based out of India, Europe, Middle East and the African continent. The list of our satisfied customers includes leading MNCs and large Indian firms across industries.

Job Profile / Responsibilities:

Key Result Areas	Responsibilities
Client Management	<ul style="list-style-type: none"> • Empanel New / Interested Client Prospects. • Maintain relationships with existing Clients • Take requirement from inactive clients. • Research on the current market analysis and Tap new clients through varied sources. • Responsible for ensuring Partners are trained and receive the required material to properly represent Morpheus. • Client Meetings • Ability to discuss strategic and sensitive issues • Understand Client's needs • Maintain the Business Development database • Follow up strong leads and add value to ongoing discussions with a prospect • Lead negotiations and overcome objections for deal closure • Ensure there is an Agreement / Contract signed with the client. • Ensure Agreements are saved in soft copy format on the Server and hard copy is filed.

Education & Experience:

1. Our ideal candidate would have relevant academic or minimum 1 year of working experience in HR, Corporate Sales or Marketing and proven record in driving successful business empanelment globally.
2. Candidate with excellent commercial intuition, negotiation skills and should be an effective communicator, with proven ability to influence management / senior management.
3. Should be able to handle pressure
4. High levels of social perceptiveness and customer service
5. Self-driven, motivated and results oriented

Key Skills:

Good communication skills.

Self-driven, motivated and results oriented

Able to work well independently and with minimal supervision

Experience: 0-2 Years

Other / Special Requirements: Business Development Experience Required.

Remuneration: 1.44lac – 2.00lac P.A.

Interested Candidates can send their resume on below mention

email id at the earliest:- Email id: - hr1@mhc.co.in

Contact Person: - [Shardul Naik](#) Contact no: - 8879777623

Corporate Office: 108, Sagar Palazio, Sakinaka Junction, Andheri (E), Mumbai 400072