https://fishr.net.ph/jobs/business-development-manager-it-staff-augmentation/

Junior Business Development Manager

Hiring organization
fishR.net Consulting and Management Corporation

Employment Type
Full-time

Job Location
4F CBC Corporate Center 724 Shaw Blvd, 1554, Mandaluyong City, Metro Manila, Philippines

Date posted
October 26, 2026

Qualifications

- Bachelor's degree Holder.
- At least 3 years of relevant work experience in business development, B2B sales, or client acquisition, preferably in IT staff augmentation, IT staffing, or IT services.
- Prior experience in IT staff augmentation, IT staffing, or managed IT services is required.
- Proven experience in prospecting, lead generation, client acquisition, and developing business relationships.
- Good understanding of IT staffing models, resource deployment, client requirements, and staffing service agreements.
- Experience in preparing business proposals, presenting service offerings, and negotiating commercial terms.
- Excellent communication, presentation, negotiation, and interpersonal skills.