

WE'RE HIRING | BUSINESS DEVELOPMENT EXECUTIVE

TALENT MANAGEMENT & HR SERVICES

Build relationships. Create opportunities. Make an impact.

As one of Cyprus' leading Talent Management companies, we partner with organisations across Cyprus and beyond to develop their people, strengthen leadership, and create better workplaces.

We're looking for a Business Development Executive who can identify new opportunities, build meaningful client relationships, and drive business growth.

If you're commercially minded, proactive, enjoy connecting with people, understand business challenges and capable of turning opportunities into successful partnerships, we'd love to meet you.

What you'll be doing

- **Identify and develop new business opportunities**, proactively reaching out to potential clients and decision-makers.
- **Build and strengthen long-term client relationships**, understanding their business needs and identifying opportunities for collaboration.
- **Connect client challenges with Human Centric's services**, working closely with our team to develop tailored solutions.
- **Prepare and present proposals**, managing opportunities from initial contact through to successful partnerships.
- **Take ownership of our business development pipeline**, drive opportunities and contribute to business growth.
- **Support business development and marketing initiatives** that strengthen our market presence.

What we're looking for

- Proven experience and a successful track record in Sales or Business Development.
- University degree in any discipline.
- Fluency in Greek and English, both written and spoken.
- Strong communication, interpersonal, and relationship-building skills.
- A proactive, self-motivated, and results-driven mindset, with the confidence to take initiative and work independently.
- Commercial awareness, curiosity, and a genuine interest in understanding people and business needs.
- Experience in HR and HRDA approved trainer certification, although not required, will be considered an advantage.

Why Human Centric?

This is more than a traditional sales role. You'll be part of a people-first team, helping organisations invest in their people while contributing directly to our growth.

What you can expect:

- Flexible working arrangements with a hybrid working model.
- Continuous learning and exposure to diverse organisations, industries, and business challenges.
- A supportive, collaborative environment where your ideas and contributions matter.
- Autonomy and ownership to develop opportunities, build partnerships, and make a real impact.
- A gross annual salary of €32,000–€45,000 including performance-based commission/bonus opportunities.

Ready to make your next move?

If you're excited about growing a business, building lasting relationships, and creating real value for clients, we'd love to hear from you.

Send your CV to: louisa@humancentric.com.cy by 13/11/2026