

Job Title: Client Engagement Partner – HR Services**Location:** [Remote / Hybrid / On-site]**Department:** Business Development / Client Solutions**Industry:** HR Shared Services / People Solutions / HR Consulting**Employment Type:** Full-Time / Freelance / Retainer**Experience Level:** 3–6 Years

About the Role:

As a **Client Engagement Partner – HR Services**, you will act as a strategic bridge between our clients and our delivery teams. You'll be responsible for identifying client needs, proposing tailored HR Shared Services solutions, and managing long-term relationships that drive mutual growth.

Your focus will be on client acquisition, onboarding, solution mapping, and ongoing client satisfaction – all within the HR domain. This is a client-facing consultative role, ideal for someone with both HR domain knowledge and business development acumen.

Key Responsibilities:

- Build and manage **client relationships** with HR heads, CHROs, and decision-makers across mid to large enterprises.
- Understand client pain points in areas like **payroll, onboarding, compliance, HR operations, talent management, or HR automation**.
- Present **customized HR Shared Service offerings** that align with client objectives.
- Create and deliver impactful **pitches, proposals, and solution decks**.
- Coordinate with internal delivery and operations teams to ensure **flawless project execution** and SLA adherence.
- Monitor and drive **client satisfaction, renewals, and cross-selling** opportunities.
- Maintain a strong pipeline of leads and ensure regular follow-ups using CRM tools.
- Represent the company at HR events, webinars, and industry forums.

Ideal Candidate Profile:

- 3–6 years of experience in **HR consulting, client relationship management, or business development** in the HR services domain.
- Solid understanding of **HR Shared Services, Recruitment Process Outsourcing (RPO), Payroll, or Talent Solutions**.
- Excellent communication, presentation, and consultative selling skills.
- Strong network within HR and Talent communities is a plus.
- Self-starter with the ability to independently manage accounts and targets.

- Experience working with CRM tools and proposal software is desirable.
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Key Competencies:

- **Client-first approach** with a strong sense of ownership
 - Ability to translate HR pain points into business opportunities
 - Good mix of **domain knowledge + sales mindset**
 - Collaborative team player who can liaise between clients and internal teams
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Perks & Benefits:

- Flexible work model (remote/hybrid)
 - Competitive compensation + performance incentives
 - Opportunity to work at the intersection of **HR innovation and business strategy**
 - Fast-track growth path in a high-impact, high-visibility role
 - Access to leadership and strategic decision-making
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How to Apply:

Send your CV and a short cover note to hr@peoplesolutions.in with the subject line: *Application for Client Engagement Partner – HR Services*

You may also apply via WhatsApp at (+91) 9870390651