

United Kingdom Jobs Expertini®

GTM Talent Partner- 6 month FTC

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Company: Scout

Location: London Area

Category: other-general

GTM Talent Partner- 6 month FTC Location- UK (hybrid)Up to max £45,000 (pro rated)DescriptionFounded in 2020, our award winning flexible embedded “on demand” Talent Partner solution has facilitated 2,000+ hires across Tech, Operations and GTM, for over 70+ startups and scaleups, such as Multiverse, Moneybox, Kpler, Dext, and Pleo- to name a few.Our “boutique RPO” solution, has helped to save our clients over £12m on hiring costs, and in 2022 we were named “Recruitment Startup of the Year”, and in 2023, featured on the prestigious Startups 100 list!For full transparency, it has been an incredibly tough past 18 months or so for us, as it has been for so many in our industry, but we’ve come out the other side, a much stronger, more robust and resilient business, and we are incredibly excited about the future, as we scale again, off the back off some great new clients coming onboard!We have huge plans over the next few years, with our aim to be the world's best talent consultancy, and we’d love for you to be part of our journey!The Role You’ll be embedded into one of our most prestigious clients, for an initial period of 3 months, as a GTM Talent Partner.You'll be plugged into email, ATS, internal comms and so on, and you act as that lynchpin to ensuring ongoing success when it comes to Talent Acquisition objectives for them.Our client is a UK based tech “unicorn”, and are one of the fastest-growing businesses in Europe, and we have built a very successful partnership over the past 2 years.You'll be a hands-on recruiter, still heavily focused on your own sourcing efforts, but you'll also have a wider team to lean on should you need it, via our famous 'sourcing sessions' (which you will find out more about at interview!)Your focus will be on hiring Enterprise Account Executives, and you will help shape and drive the Talent Attraction strategy whilst developing strong

partnerships with key stakeholders to identify the best Enterprise Account Executives in the market! Specifically, as a Talent Partner, you will:

- Report to the Talent Manager, you will support and contribute to candidate attraction strategies that will drive hiring goals across the Go-to-Market team with a specific focus on hiring Enterprise Account Executives.
- You will support and work with the talent team; sourcing and screening exceptional candidates using a wide range of sourcing tools and methods.
- You will run first-stage interviews and the selection processes to ensure a high-quality calibre of candidates are entering the recruitment process.
- It will be your role to drive candidate experience through the process; promoting employee brand through regular contact and feedback during the process.
- You will also coordinate, and schedule interviews each week with multiple stakeholders, ensuring they run smoothly and feedback is given promptly.
- You will own processes and build effective relationships with your hiring managers to ensure regular feedback and goals are communicated through reporting and analysis on a weekly and monthly basis.

Requirements

- 2+ years experience in GTM, Commercial and Sales recruitment- within fast paced environments- target driven/KPI's
- Previous experience hiring for SAAS based businesses, ideally B2B
- Preference for both "in house" and agency side experience, will be a plus
- Experience using LinkedIn recruiter to source candidates effectively and develop talent pools
- Ability to deliver a great candidate experience
- Outstanding attention to detail and ability to prioritise your day effectively
- Outstanding communication skills - ensuring everyone you speak with gets a great brand experience

Please note, this is initially a 6 month Fixed Term Contract, with the potential to extend for a further 6 months, and/or become a permanent role. We're committed to building a culture of inclusion and belonging. We actively encourage applications from everyone; regardless of race, religion or belief, ethnic origin, physical ability, family structure, socio-economics, age, nationality or citizenship, marital, domestic or civil partnership status, sexual orientation or gender identity.

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