

United Kingdom Jobs Expertini®

Partner, Talent Advisory

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Company: True Search

Location: London Area

Category: other-general

about true We are True, the fastest-growing global platform of innovative talent management products and services. Our retained search and advisory professionals partner with high-growth, tech-enabled companies to place and support the entrepreneurial leaders of tomorrow. Our clients are inventive, high-growth brands backed by leading venture capital and private equity firms, as well as established public organizations. With offices in North America, EMEA, and APAC, our team of industry and functional specialists leverage their deep networks to connect compelling companies with the world's top talent. Since 2012, True has grown from five to around 800 employees and expanded to offer a customizable platform of products and services for developing leadership. From talent-management software, leadership assessments, and an inclusive job platform aimed at increasing diversity in executive hiring, we are reinventing the antiquated ways of the executive search industry and building the executive talent firm of the future. True was founded on the belief that doing good is the pathway to doing well. Our success is a by-product of doing the right thing—treating people right, listening to new ideas, and keeping culture at the heart of our business. At True, building your own brand and shaping your professional journey isn't just an option, it's an expectation. careers at true: a snapshot We're not like everybody else. Powered by deep industry and functional expertise, a collaborative culture, and a strong growth mindset, our search and advisory professionals consistently deliver top-notch talent, products and services to the market. Supporting one another's career growth and advancement is key to long-term success—we believe growth happens daily and are committed to developing our talent at all levels. We have built robust learning and

development programs for our employees complete with bi-annual promotions, an annual review cycle, career coaches and mentors, executive coaching, and leadership training.

position overview As a True Partner in our Talent Advisory practice, you are a business builder, an entrepreneur, and a trusted advisor all in one. You provide your clients with expert talent insights that help them successfully deliver impactful transformations within their companies. You are responsible for building and developing your practice, moulding its direction, and determining its impact. You are constantly tuned into the competitive market and enjoy building partnerships and alliances. We want you to build what you want here. A big part of that is prioritising your and your family's well-being. You are not required to travel and you have the flexibility to set your own schedule. True is a people-driven place—we support the reality that everyone's needs are different and constantly changing. At True, you and your family come first.

personal characteristics

- Organized and able to manage multiple projects with weekly results
- Ability to easily build rapport through strong verbal communication
- Altruistic and willingness to put others before yourself
- Desire to help foster and preserve a company culture where all are encouraged, included, and find success
- Inquisitive with a desire to learn
- Able to think quickly on your feet
- Self-motivated with the ability to work independently
- Excellent work ethic and the desire to advance your career

preferred experience

- Significant professional experience in an externally facing consultative selling/client management role in corporate learning, executive coaching, human capital, executive search, etc.
- Experience of business development, key account management and client relationship management.
- Proven track record of managing sales/revenue responsibility

Desirable - experience in advisory project delivery

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