

Recruitment Consultant

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Company: Adecco.

Location: Nottingham

Category: other-general

About the role Are you a seasoned recruiter with a stellar track record? Are you looking to be developed and progressed to the next level in your career? Join our exceptional Nottingham team and immerse yourself in a fantastic culture, working on Permanent Commercial roles, within a highly supportive team and Management structure. Hours: Monday – Friday 9-5.30pm Hybrid (3 days office / 2 home) with initial training in the office Salary: Negotiable, depending on experience plus excellent commission package and superb working benefits Are you an experienced Recruiter, someone with an incredible sales or business development background? We are seeking a candidate with a proven track record in sales, ready to engage by being proactive, and adept at bringing in new clients to drive business and personal growth. As a key player in our team, you'll oversee comprehensive Permanent Recruitment processes. Above all, we seek an agile individual capable of engaging with commercial professional clients, showcasing consultative, versatile and effective verbal skills to foster enduring relationships in this industry. Our Team: You'll be joining a diligent team led by a dedicated, meticulous, and flexible Senior Manager, committed to supporting your success and personal development. Our team includes a Senior Contract Consultant, a Temps Consultant, and of course our hands-on Senior Branch Manager. What you'll be doing You will be responsible for building and developing clients within the Commercial sector and taking candidates to market on behalf of your new client base. Responsibilities: Developing and securing new client wins Identify sales leads for the team, achieve targets through consistent business development activity Gain trust and consistency from clients through consultative behaviour, regular calls and networking Identify

suitable candidates through screening in accordance with the client's requirements and agreed service levels Carry out Presentations at client meetings and be ready to bid to win a client Working as part of a collaborative team About you We value the right attitude – someone who embraces change, agile, stays resilient and remains eager to pursue success with determination and enthusiasm. Ability to operate in a competitive environment. This is a small, successful and enthusiastic team, who are all building towards their own success for the branch and possess the internal DRIVE to do so. Strong organisational skills teamed with a methodical approach to all tasks. Ability to prioritise and control workload to ensure efficient delivery of candidates to your client(s). Strong business and commercial acumen. Desire to be a top biller within Adecco and the local recruitment industry. Ambitious nature who can keep up a professional and consistent pace with clients, peers and candidates. Why choose us? Hybrid working – Office 3 days, Home 2 days after initial training completed TagU - An amazing platform which offers thousands of life & work skills for free - Want to learn a new language? Go for it! Clear career ladder progression and talent development programs LinkedIn Learning - Access to thousands of courses to fine tune your skills - Free for you! Range of discounts via our own benefits platform (buy & sell holidays, discounted shopping vouchers, cinema tickets, etc) Private healthcare option Free counselling/legal and financial advice Huge incentives - league tables, quarterly incentives, award & conference events Monthly incentives, as well as quarterly team incentive funded by Adecco to celebrate success! Make an impact and difference where it matters the most A journey to bring out the best in you We believe that having an understanding of the hiring process helps you to prepare, feel, and be, at your best. As a global, multi brand organisation, our application process can vary. On our career site, you will find some of the key steps you can expect to guide you along the way. As one of the world's largest employers, we believe in talent, not labels, and focus on the diverse and unique skills our people bring. We seek to foster a culture of belonging and purpose, an environment where everyone can thrive and feel engaged, and where difference is respected and valued. Our commitment to equity, equal opportunity, inclusion, and diversity is part of our broader commitment to respecting fundamental human rights across our value chain. The Adecco Group is proud to be an Equal Opportunity Employer. Interview Stages: Prescreen call to understand your needs and aims long term Teams video / Face to Face with Senior Branch Manager Final stage with Area Manager and/or Regional Director Posting date: 27-03-

Cross References and Citations:

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