

Recruitment Consultant

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Company: Commercial Services Group

Location: United Kingdom

Category: business-and-financial-operations

Recruitment Consultant

£32,000 to £35,000pa plus commission

Hybrid/Reigate, Surrey

Connect2Surrey are looking for a proactive and well organised individual with proven experience working in a 360 recruitment/sales focused role to join their growing team.

As part of Connect2Surrey's expansion plan, the successful candidate will need to be able to supply across permanent, contract and temporary staffing within both the public and private sector.

Due to the nature of the work being carried out, a Full UK Driving License is an essential requirement for this role.

In return we will offer you -

25 days holiday, plus bank holidays

Never work a birthday again! You receive an extra day off for it to enjoy however you wish!

Generous discount scheme, including gym and retail.

Life assurance cover

Health cash plan initiative

A culture of progression and development

Plus many more perks

Key duties -

Build rapport, developing and maintaining relationships with customers, ensuring an in depth knowledge of your specialist sector, being able to respond quickly to customer requirements

Be an advocate of the Connect2Surrey (External Trading) brands and grow our business through full 360-recruitment activity while supporting the overall growth of the team's performance

Manage your desk as if it was your own business, developing and delivering consistent gross profit and being aware of any new opportunities, planning and leading on activities to grow your desk

Work proactively with other members of the team to identify potential leads, candidate hot lists and new clients to maximise revenue and gross profit

Administration relating to your desk including ensuring the CRM system is up to date and accurate

Regularly seek feedback from clients on the suitability of candidates and monitoring their performance in a role

What we need from you -

Proven experience within a 360 recruitment/sales focused role

The ability to prioritise work to deliver against multiple activities

Sales techniques including objection handling, persuasion dealing with gatekeepers, lead generation, planning and forecasting

Able to adapt communication style to the audience and circumstance, whilst influencing at all levels

Strong IT skills, particularly Microsoft Office packages

Use of Recruitment CRM systems including advert management, searches, vacancy management recording and management reporting

About Connect2Surrey

Connect2Surrey is a joint venture partnership between Surrey County Council and

Commercial Services Group who have considerable experience in the temporary and contract agency recruitment industry in the public sector.

About Commercial Services Group

Commercial Services Group (CSG) is the largest, local authority-owned trading company (LATCO) in the UK, wholly owned by Kent County Council. CSG generates over £800m in revenue per annum and provides services to over 16,000 education and public sector customers globally.

CSG is striving to be recognised as the global leader in Education and Public Sector services, currently operating in 86 countries, with 1,800 staff across 25 trading brands, providing expertise ranging from: HR Services, IT Services, Energy, Education Resources, Procurement and many more.

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