

Vacancies

(CW545)

Recruitment Consultant - Criminal Justice, Public Sector - City - £30000+ commission

Great opportunity to work for a market leading staffing services, media, events, and education services provider within the law enforcement, cyber security, offender supervision and regulatory services markets.

They are looking for an ambitious, hardworking, commercially aware, experienced Recruitment Consultant to join their Public Sector team working within the Criminal Justice market, including offender management and offender rehabilitation sector. They have a UK wide contract to supply staff into the National Probation Service.

You will be using all your new business skills to forge new relationships within new and lapsed named accounts with all 21 Communities Rehabilitation Companies (CRCs) and private and third sector organisations within the Criminal Justice and Rehabilitation sector.

In return for your strong work ethos, target driven and results orientated approach, you will receive marketing and team support and a well-commissioned package and bonuses.

The Role

- Using sales, business development, marketing techniques and networking to attract new business opportunities with the CRCs and private and third sector organisations within the justice business sector
- Developing relationships with key stakeholders, from local hiring managers to chief executive level
- Visiting clients to build and develop relationships
- Developing a good understanding of the market, client companies, what they do, plus their work culture and environment
- Headhunting
- Using databases to match candidates to vacancies, receiving and reviewing applications, managing interviews and creating a shortlist of candidates for the client
- Liaising with Contractors and dealing with issues
- Maintaining consistent high levels of service to both candidates and clients on the phone or face to face
- Being responsible for the ownership of the reporting of daily/weekly figures; in line with KPIs and service delivery
- Working towards and exceeding targets that may relate to the number of candidates placed, a value to be billed and business leads generated
- Reviewing recruitment policies to ensure effectiveness of selection techniques and recruitment programmes

The Candidate

- Prepared to work as part of a close knit team, with an open minded approach to all challenges
- A strong and persuasive nature with an ability to influence key decision makers
- Have a successful track record of achievement in recruitment and new business development
- Excellent numerical skills
- Commercially astute
- Professional telephone manner

- Ambitious, tenacious with a can do attitude
- The ability to use initiative to achieve success
- Excellent organisational and time management skills to juggle a large number of priorities a week
- The ability to work under pressure within tight timescales
- Excellent verbal and written communication skills

The Requirements

- Degree educated or equivalent, ideally but not essential
- Demonstrate knowledge and experience within the recruitment sector
- Proven track record of winning new business
- Demonstrate success in a previous target environment
- A strong employment history

The Benefits

- Flexible working
- Supportive working environment
- Private Healthcare
- Gym membership
- Season ticket loan scheme
- Childcare voucher scheme
- Continuous professional development
- Breakfast every day on the business
- Up to 27 days holiday a year + Bank Holidays