

## Client Engagement Manager - Technology

Hays • Sydney CBD NSW



Base pay

\$80,000 - \$120,000



Work type

Full time



Contract type

Permanent

### Perks

CAREER DEVELOPMENT

TRAINING

### Skills

ARTICULATE

### Full job description

#### Your new company

Hays are the world's leading recruiting experts. Our specialist Technology recruitment business has a strong national presence dedicated to servicing Technology professionals across ANZ. This is part of our #1 specialism globally, contributing over 30% of our revenue. At Hays you will be rewarded with a competitive salary package, flexibility to live and work well and the best resources and technology in the industry.

#### Your new role

Hays Technology are growing our national footprint and are investing heavily in the expansion of our NSW business. To achieve our ambitious growth plans we are looking for an individual who is passionate about client engagement and new client relationship development to join our team in Sydney CBD. As a Client Engagement Manager in Technology at Hays, you will be responsible for developing a portfolio of clients including existing, historical and target organisations and you will develop deep knowledge of your portfolio including mapping the organisational structure, technical requirements and both current and future projects for each client. You will regularly meet new and existing clients face to face and attend and organise relevant networking and profile building events. Using the suite of cutting-edge internal systems available at Hays, you will also regularly analyse client and sales data to capitalise on

### Job details



Date posted

01 Mar 2022



Expired On

12 Aug 2022



Category

HR & Recruitment



Occupation

Management - Agency



Base pay

\$80,000 - \$120,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Work Authorisation

AUSTRALIAN CITIZEN /  
PERMANENT RESIDENT

opportunities with existing key accounts and to identify potential new business prospects. This role is predominately client facing and will be supported by a team of recruiters who are responsible for all candidate sourcing, candidate relationships and assisting with job management.

### **What you'll need to succeed**

The right person for this role will be proactive in developing relationships and able to demonstrate a track record of both quick wins through tactical sales and larger account wins through a strategic approach. You will be adept with presenting to clients, a strong negotiator and able to effectively consult with and manage client expectations. Internally, it's important that you can build strong relationships across other specialisms in our business and can effectively collaborate with stakeholders at all levels. Previous Technology recruitment experience will be highly regarded, however if you haven't worked in technology but have the aptitude to break down and understand how organisations use their contractor base to deliver on programmes of work and have the ability to articulate how Hays value proposition differentiates from our competitors, we would like to hear from you.

### **What you'll get in return**

In return you will have the opportunity to progress your career in a truly meritocratic culture. There is significant scope for career development. You will have the best recruitment tools at your disposal and unparalleled recruitment and technical training.

Our employee rewards and benefits offer you flexible working arrangements, wellness program, health and leisure bonus, wellness leave and up to two weeks' loyalty leave a year, just to name a few.

### **What you need to do now**

To apply, please submit your resume via the 'apply' link below. Applications should be addressed to Henny Finstad at [henrikke.finstad@hays.com.au](mailto:henrikke.finstad@hays.com.au)

**LHS 297508 #2515999**