

Recruitment Consultant - Policy

Hays • Sydney CBD NSW



Base pay

\$55,000 - \$70,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

04 May 2022



Expired On

12 Aug 2022



Category

HR & Recruitment



Occupation

Recruiter - Agency



Base pay

\$55,000 - \$70,000



Contract type

Permanent



Work type

Full time



Job mode

Standard business hours



Work Authorisation

AUSTRALIAN CITIZEN /
PERMANENT RESIDENT

Perks

TRAINING

Skills

BENEFITS SPECIALIST

DIVERSITY AND INCLUSION

RECRUITMENT

Full job description

At Hays, we are globally recognised as the industry's leading recruitment agency due to our authentic and passionate approach to changing the lives of our clients and candidates. Recruitment is an industry that is continuously growing and presenting exciting career opportunities to ambitious individuals.

We are looking for a talented consultants to join our Policy teams based in both our CBD and a number of our suburban offices who have a track record of excellence and exceptional team and individual results.

Your new role:

- Engage regularly with your current clients to build and maintain relationships with key stakeholders and further develop your understanding of their business needs
- Build you client portfolio by making new business development calls and establishing new relationships, identify business opportunities and take a genuine interest in managing a solution for them
- Source candidate talent using our "find & engage" methodology and tools and active networking in your industry as well as advertise your current and upcoming job vacancies to attract candidates within your specialist industry

- Pre-screen candidates via phone and conduct thorough interviews face to face, understand your candidates' goals and career aspirations
- Skill match candidates to the relevant job vacancies and create a specific candidate short list to present to your clients
- Manage candidate and client interviews, conduct references on your clients' behalf as well as negotiate salary and start dates for your candidate
- Continue to develop your industry knowledge, make expert recommendations for both your clients and candidates alike, work collaboratively with your team and adhere to your set targets and KPI's

About you:

- Ideally you will have at least 2+ years' experience working in a 360 recruitment role, as a business development specialist or similar
- Experience in Policy recruitment is advantageous but not essential but an understanding or interest in this field would set you up for success!
- You have a passion for sales, are highly motivated and results driven
- Passionate about people, inquisitive and curious and want to impact lives and livelihoods
- Have confidence to establish quality relationships and the ability to identify opportunities

Company benefits:

- Specialist ongoing training and development programs throughout your Hays career
- Regular one on one coaching as well as industry expert workshops
- Global career opportunities
- Internal referral bonus scheme
- Flexible working arrangements and additional annual leave, including wellness and volunteering days
- Success celebrations and annual conferences
- Health, leisure and lifestyle rewards

If you are passionate about people and have an ambition to succeed contact me directly at sandy.luhr@hays.com.au or click 'apply now'.

At Hays, we value equity, diversity and inclusion and are committed to creating a work environment where all people regardless of background feel a sense of belonging. By joining Hays you'll be part of an inclusive culture that celebrates diversity, recognising every individual for their unique differences. We invite people from all backgrounds to apply.

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