



Recruitment Consultant - Newcastle

Hays Human Resources • Newcastle Area NSW



Base pay

\$55,000 - \$90,000



Work type

Permanent



Contract type

Not provided

Job details



Date posted

04 May 2022



Expiring date

04 May 2023



Category

HR & Recruitment



Occupation

Recruiter - Agency



Base pay

\$55,000 - \$90,000



Work type

Permanent



Job mode

Standard/Business Hours

Full job description

Your new company

At Hays, we are market leading experts in recruiting qualified, professional and skilled people across a wide range of industries and professions. We believe the right job can transform a person's life, and the right person can transform a business. As a recruiting expert at Hays you will have the opportunity to do this every day.

Recruitment is a sales and relationship driven environment where you will have the opportunity to grow your business through your own hard work. We are currently interviewing energetic and driven candidates for Recruitment Consultant roles in Newcastle. You will be ambitious, sales driven and inquisitive and will have exceptional communication skills.

Your new role

When you become a recruiting expert, we provide you with more than just a job. We will offer you all the training and development you need that enables you to:

- Advertise your current and upcoming job vacancies to attract candidates within your specialism (industry)
- Pre-screen candidates via phone and conduct thorough interviews face to face
- Conduct reference checks on all candidates you are representing for work
- Manage shortlists for your clients' vacancies and proactively promote your candidates to relevant job vacancies and companies
- Provide outstanding service to your candidates, taking a genuine interest in their career aspirations and building strong relationships with

them

- Further develop relationships with businesses who we currently deal with and identify new business opportunities
- Conduct sales calls to establish relationships with new clients
- Meet recruiting managers face to face to build relationships and understand their business needs
- Compile various marketing documents to promote your candidates and your jobs to your network
- Actively get involved with the community via relevant industry networking events and online networking (LinkedIn)
- Work collaboratively with your team to reach team goals in addition to smashing your own targets and KPI's
- Handle the job process from beginning to end including short-listing, making expert recommendations and maintaining relationships

What you'll need to succeed

You may not know what you want to be. You may have embarked on a career path that simply isn't you. What you know is that you are:

- Highly motivated and sales driven
- Driven towards achieving results in an environment full of healthy competition
- Passionate about helping people flourish and achieve their career goals
- Energized by connecting with new people
- Inquisitive and curious, always wanting to know more about people and the world of work
- Confident to establish new relationships
- Ambitious to achieve results and progress your career
- Adaptable and agile, able to constantly seek new opportunities in the market

What you'll get in return

We don't expect you to be an expert straight away; we grow our own talent and will invest heavily in your development. Our intensive 6 month training programme turns potential into expertise through:

- Structured program of learning including regular (virtual) classroom, on-line and workshops delivered locally by specialists in their field
- Structured one-on-one coaching with your manager and industry expert
- Comprehensive online learning so you can learn independently
- Tools and resources written by subject matter specialists to assist you to become a trusted advisor to your clients
- A new training programme at every stage of your career with Hays, through to management and leadership

We reward the energy and passion that our people bring to work every day through a range of benefits, including? extra leave, health and wellness bonus,

monthly wrap up celebrations, a national sales conference, referral bonuses and more.

What you need to do now

To find out more APPLY NOW or contact Henny Finstad at Henrikke.finstad@hays.com.au.

LHS 297508 #2552937