

Winning Recruitment Strategies

Overview

Today it is ever more difficult to succeed as a professional recruiter. The market is crowded and for some companies recruitment consultants are seen as being someone who is undesirable so 'don't let them through'. Usually this results in answers from receptionists like 'we haven't got any vacancies, send us your brochure and the appropriate hiring manager will call you if they are interested or we don't use recruitment companies'.

With the right skill, the right attitude and the right commitment recruitment consultants can and still write incredible and highly profitable business. Do you really have the skill and will or have you never been formally introduced to the techniques and strategies adopted by the biggest billers in your industry?

Who Should Attend

This course is equally geared for the t he recruiter who knows it all and the recruiter who is just starting. The new starter may have been in a sales role before but not familiar with the barrage of objections and building rapport with different levels of people. For the more experienced recruiter we re enforce basics and more, therefore sharing valuable insights.

What's In It For You!

An effective recruitment consultant whether working on contract or permanent opportunities is hot property. Providing every consultant with effective training means that they can do their job and provide the personal results that make a difference to the organisation. Returning consultants will be highly motivated and want to immediately start to put all strategies into place and start converting opportunities into revenues.

Topics Covered

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| <ul style="list-style-type: none">• Effective Cold calling• Recruitment - Art or Science• Understandings Objectives• Building Instant Rapport• Working with The Telephone• Handling Objections• Gatekeeper Management | <ul style="list-style-type: none">• Attitude, Mindset & Training• Confident Communication• 15 Important Tips For Recruiters• Applicant & Company Management• Maximizing Recruitment Opportunities• Basic Prospect Qualification |
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Training Course Includes

Initially we review cold calling and telephone sales skills as this is where most initial interaction and conversation begin. We teach you how to build rapport, get past gatekeepers and how to engage with prospects. Additionally you will discover how to get prospects current requirements and also how to influence them for getting future requirements. Getting the job specification is essential as is how to deal with applicants during the recruitment cycle.

This two-day course is jammed packed with proven strategies and tactics that work. We are not a research company we are a company that delivers practical skills so that you can benefit from more bottom line revenues whether they be permanent, contract or temporary. The small investment made in this course will underpin the foundations of good practice necessary to win repeatable business in this competitive market.

Trainer

Colin Denyer is a seasoned sales professional and former business owner. A career spanning almost 30 years has been focused on creating and understanding sales talent and sales achievement. Since the mid 1980's Colin has, as MD, built and developed several technology based recruitment consultancies.

Colin has a true understanding of business, people and leveraging sales success from every opportunity. Today Colin delivers many sales courses and also works closely with recruitment and professional service organisations to increase revenue.

Course Details

Duration:	One / Two Day
Presented:	In House
Fee / Cost:	One Day Silver Course £1995 Two Day Gold Course £3495

Need more information now?

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