

## **Recruitment Consultant**

Would you like to work for a well-recognised, award-winning Recruitment Consultancy with a culture of High Quality, High Performance and High Commitment where Trust, Honesty, Professionalism, Accountability and Care are at the very heart of all we do?

With a reputation for excellence in Recruitment and a passion for Innovation and Thought Leadership, Osborne Recruitment is a leading recruitment consultancy.

Due to expansion, we are seeking a Recruitment Consultant to join our teams in Dublin 2, Dublin 15 and Drogheda.

### **What Osborne Recruitment can offer you:**

- An opportunity to be successful and achieve your personal goals.
- To be part of a reputable high growth recruitment company that has a big vision for the future combined with a very strong sense of purpose, culture, values and work practices.
- As a recruitment consultant you will work to very realistic targets and objectives and you will be supported by both a Recruitment Manager and Commercial Development team to grow your business.
- To be part of a super team that is supportive and welcoming in a winning, autonomous environment.
- To work and represent an enviable list of clients and customers.
- Your opinion and ideas will always count and while you can learn from some of the best in the industry - we will embrace your experience and fresh ideas too.
- We offer great career development opportunities paced at individual capability and success levels.
- Engage in our 'Love to Learn' programme for continuous professional development opportunities.
- Flexible working arrangements.
- Monthly & Quarterly competitions with great prizes.
- Quarterly company nights out / away.
- Be an active member of our Running Club and CSR initiatives.
- Opportunities to participate and/or lead internal projects.
- Competitive basic salary + an uncapped healthy commission structure tiered up to 20% on an annual basis.
- 20 days annual leave that increase by one day for each year of service
- Your birthday off

### **Duties within the role will include:**

- Up selling, marketing and business development techniques to gain business from both new & existing clients
- Meet sales targets in line with KPIs set by Manager
- Retain, develop and grow existing clients by providing an efficient and effective service at all times.
- New business generation - making sales calls and carrying out mail shot activities on a daily and weekly basis
- Weekly Client visits - new and service - identify and follow up business leads

- Writing proposal documents and assisting with information for tenders.
- Negotiating fees and rates in line with Company policy
- Writing and placing advertisements in newspapers and on websites as well as networking with other external bodies
- Client & Candidate management

**The skills and experience our team needs:**

- An experienced Recruitment Consultant.
- Accountable individual who achieves targets & deadlines consistently on time through managing & prioritizing own work load.
- Professional, personable individual with excellent communication skills and a strong ability to build lasting relationships with the team, your clients and your candidates.
- Determination, ambition, energy & attitude to succeed with the ability to see the bigger picture.
- Ability to make sound judgments, business decisions, problem-solve & influence individuals.
- A resilient individual who is a strong team player with the ability to work on own initiative
- Ability to work flexible hours to service clients in different time zones.

**To apply please email your CV to [info@osborne.ie](mailto:info@osborne.ie) or call a member of the Osborne team on (01) 638 4400.**