



Junior-Level roles
 Generate new business opportunities for the team to contact and convert.

You'll maintain a candidate grid of upper quartile talent across assigned job functions and industries.

You will manage various new business activities such as sending national candidate introduction eshots, together with identifying and pursuing relevant Vacancy Chase and Backfill Chase leads.

Mid-Level roles
 Proactively generate new business opportunities to be resourced by Delivery Consultants.

You'll build relationships with prospect clients, converting to clients when possible.

You will continue to manage various new business activities such as sending national candidate introduction eshots, identifying and pursuing relevant Vacancy Chase and Backfill Chase leads, together with canvassing upper quartile candidates across assigned job functions and industries.

Senior-Level roles
 Proactively manage a portfolio of existing client accounts.

You'll further develop your relationships with existing and prospect clients, ensuring you run a self-sufficient desk, receiving all relevant vacancies that require agency support.

You will continue to further develop the candidate network that you have established in previous roles.

Mid-Level roles
 Proactively manage the end-to-end recruitment process for assigned client vacancies.

You'll build relationships with existing and prospect clients, ensuring you become less dependent on assigned vacancies.

You will continue to further develop the candidate network that you have established in previous roles.

Junior-Level roles
 Support the team with resourcing duties for live jobs.

You'll build relationships with the candidate network, conducting detailed telephone interviews, qualifying against vacancy criteria.

You will also support the team with a variety of administration duties for live jobs.