



Recruitment Consultant

Intro:

We have a vacancy for a talented and passionate recruitment specialist, to work in both an in-house and client facing capacity, supporting Augmentas during an exciting time of expansion. The role has both a public and private sector focus and is based remotely. We have office space in London - the majority of our clients are London centric. We are a commercial consultancy with a focus on integrity and sustainability. You can expect to work with an awesome team, receive amazing support, excellent salary, benefits and commission structure. No KPIs, no micro-management, home based role.

The Role:

You will manage the recruitment process from the interview to offer stage and beyond. This includes sourcing and interviewing candidates, negotiating day rates / salaries and presenting suitable candidates to clients. Your goal is to build mutually beneficial relationships with clients and candidates, and work as part of a passionate team to maximise our commercial performance.

Key responsibilities:

- Identifying and developing client/business relationships
- Advising on and selling the most appropriate solution for attracting candidates and maintaining a candidate database
- Assessing and responding to the needs of each particular client or assignment – whether in-house or client side.
- Sourcing suitable candidates and briefing them on the opportunities offered by the client
- Managing the process through the interview to offer stage and beyond
- Negotiating pay rates and finalising arrangements between client and candidate
- Offering CV, interview and general career advice
- Networking to build business information that can be converted into commercial opportunities

Experience:

- A strong and proven track record in both recruitment activity and the client development side of recruitment.
- Demonstrable experience of building networks as well as client and candidate relationships.
- Excellent time management and organisational skills.

- Strong commercial business acumen
- A passionate desire to succeed and build a successful career