

## RECRUITMENT CONSULTANT

Do you want to work for a growing agency with a mature environment who give their consultants autonomy, accountability, ongoing support and progression opportunities?

We are more than just an IT and engineering recruitment agency; we are passionate about making a difference.

You will need to be self-motivated and career driven to succeed in our sales environment.

In return you will be treated like an adult, earning a competitive salary with an excellent commission structure. (Our experienced consultants earn between £50,000-£60,000 on average; with our uncapped commission you really can earn as much as you put in.)

### What we offer:

- No threshold – From the moment you walk through the door you earn commission on sales
- Incentives chosen by you – Whatever motivates you, we will look into arranging it
- Annual 'High Achievers' trip abroad
- Quarterly 'on-target' sales bonuses
- Employee of the month awards
- Up to 30 days (including Bank Holiday), increasing with years of service
- Extra holiday rewards
- "U days" or Duvet Day Allowance – Childcare lets you down, your MOT fails, life happens, you may not have planned it, but unexpectedly you need to take a day to sort things out, we understand.
- Casual work wear days – We regularly drop the formal dress code, essentially "dress for your day"
- Regular treats including pizza, breakfast and doughnuts, amongst other food treats
- Ongoing training and support to help you learn all you need to know about the IT market; giving you the confidence you need to take control of building and growing your own desk

### What we don't offer:

- Gimmicks - We are right next door to a pub restaurant who can cater to anything your thirst desires. You might also be able to find a ping pong or snooker table there too, along with some friendly dogs, if that's your thing.

### You will have:

- At least 6 months' recruitment experience
- A keen desire to grow and recruit within the ever-changing and growing IT market
- Strong organisational skills
- Outstanding communication, both over the phone and face to face
- An understanding of social media platforms, and both inbound and outbound marketing will be hugely beneficial

### You will be responsible for:

- Creating and developing your own UK client base through outbound and inbound business development
- Managing client's requirements using key account management practices
- Developing new leads from competitor analysis, websites, networking, referrals etc.
- Attending relevant exhibitions and seminars
- Arranging and attending face to face client meetings to sell our services and negotiate terms of business and fees
- Managing the complete recruitment process which includes taking a full job brief from the client, sourcing candidates through a variety of methods (websites, referrals, networking etc.), writing job adverts and news articles, interviewing candidates and negotiating candidate offers.
- Keeping up to date with industry information through attendance at meetings, events and reading relevant publications

### We are IntaPeople

Join our Cardiff team and be part of our success. We have a reputation for providing an outstanding recruitment service and this has enabled us to develop strong relationships with both long-standing and new clients. It is this commitment to quality that has resulted in consistent growth over the past 25 years.

Want to know what others had to say? Check out our employee reviews on Glassdoor and our client/candidate testimonials on Google.

We also have Instagram! See all the office shenanigans here:

<https://www.instagram.com/intapeople>

### Apply now

If you think we would be a great match let's have a conversation! Get in touch now, send your CV to [wearehiring@intapeople.com](mailto:wearehiring@intapeople.com) and one of our team will give you a call back.

We look forward to hearing from you!