

Three day ‘in-house’ training on; *Winning Business*

Module: **Introduction to Modern Recruitment Methods;**

- Head-Hunting
- Advertising
- Database
- World Wide Web

Module: **Recruiter Types;**

- New Business
- Delivery / Recruiter
- Product Sales
- Solution Sales

Module: **Selling Candidates;**

- Passive Economy
- Plateau'd Economy
- Buoyant Economy
- How to Grow in a Recession

Module: **Selling Solutions / Projects;**

- Retained Search
- Search & Selection
- Search
- ‘Watching Brief’s’ and Jobs

Module: **Managing the Client;**

- Educating V’s Selling
- Managing Decision Makers
- Managing Influencers
- Managing Facilitators

Module: **Managing the Process;**

- The 26 Gears of ***‘The fill and win Principle’***.
- Templates and Tools
- Pressure Points & Quality Checks
- Key Performance Indicators

All of the above are “tips of Icebergs” and form the structure of full days 9:00 to 5:00 with a ‘working / live desk’ admin catch up at 12:00 to 1:00.