

# Skills Matrix- Associate Consultant to Recruitment Consultant

## 10 Key Competencies

1. Able to successfully interview candidates to understand key drivers and sell to clients effectively
2. Has a strong sourcing process for each recruit with speed to market as priority
3. Can effectively research companies and contacts on linkedin within vertical and adds to database to build BD list
4. Has a strong understanding of vertical including market challenges, trends, role intricacies and salary types
5. Can write compelling content including job advertisements, emails, candidate profiles and LI posts ETC ETC

## Targets & Ratios

1. Supported/contributed to 5 placements across role type vertical
2. Placed 3 of own roles from start to finish
3. Averaged 5 candidate interviews per week over 3 month period
4. Completed research of 20 companies and added 50 new contacts to database
5. Won 1x new client

## Team Values

- Inclusion of team/company values/behaviours to stay accountable

Innovative and creative recruitment courses.

