

Know all the moves?

But restricted by your current environment?

You may already be the top consultant in your team/company, or a team manager that is a leading light in fee generation, you know you can bill and earn more - if only you had the backing and freedom.

We acknowledge the skills, experience and proven track record of successful recruiters and we believe we provide a framework of accelerated success for such people looking for their next move.

Senior Consultants

Our Senior Consultants own and control the entire 360° process. They are responsible for business development, for identifying new prospects and the management of existing accounts.

They are expected to research, network and actively seek out new business at every opportunity, whilst continually maintaining existing clients and assignments with a high quality professional service.

They have responsibility and authority to negotiate terms with our clients and agree required recruitment approaches according to our 360° model. They will respond to ITT and pitch for PSL and exclusivity.

They will spend a great deal of time and effort in the identification, often through the search and selection route, of suitable talent for their clients, they will build and maintain candidate industry networks to ensure they are always aware of available talent and are the first port of call for any candidate movers.

Senior Consultants operating our 360° model need to be energetic, ambitious, and driven, with the required levels of professionalism, intelligence and integrity to provide **top quality service to our blue chip customers**.

360 degree solution ...?

In essence it boils down to doing whatever you need to do to in order to deliver a suitable solution to your client – why restrict yourself to only one approach?

Attempting to avoid unnecessary restrictions that hinder the process – you would adopt a commercial framework or select a hybrid approach from our model to deliver the solution, and do whatever you need to ensure success.

It also means autonomy, the freedom to make your own business choices, your own decisions on what needs to be done and when, in order to deliver success to your clients, success to your desk and to your organisation.

Midas Selection provides a management framework that supports trains and coaches people in this role, you may not have experience or exposure to some areas of the recruitment process – we'll ensure that you get the experience and training required to be confident in front of your clients.

Our approach in this role is proven to provide success and high earning potential.

We have an uncapped commission structure, excellent incentive schemes, including car allowances and fully expensed foreign holidays.

Other Industries

If you have experience of skill sectors other than Sales or Purchasing we would be pleased to hear from you, as an entrepreneurial company we are always keen to support ambitious consultants and expand into complimentary market places, such as ICT, Medical/Pharmaceutical, Engineering, and Project/General Management.

Bring a new skill sector and fast track yourself to Management Consultancy!

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