

Client Engagement Manager

Hays • All Perth WA



Base pay

\$70,000 - \$90,000



Work type

Full time



Contract type

Permanent

Job details



Date posted

03 Aug 2021



Expired On

03 Aug 2022



Category

HR & Recruitment



Occupation

Management - Agency



Base pay

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Contract type

Permanent



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Full job description

Your new company

At Hays our purpose is to benefit society by helping people succeed and enabling organisations to thrive - creating opportunities and improving lives.

We are the leading recruitment agency across the globe, more successful than our five nearest competitors combined and we offer our people a career like no other. Our training and development, brand and size, together with your passion for people means there is no limit to the impact you can make.

At Hays the opportunities are limitless and when you join the business you are rewarded with a competitive salary package, flexibility to live and work well and the best resources and technology in the industry.

Your new role

To achieve our ambitious growth plans we are looking for an individual who is passionate about client engagement and new client relationship development to join our team in Perth. As a client engagement manager, you can expect to be responsible for:

- Developing a portfolio of target organisations including current clients, historical clients and prospective clients
- Developing deep knowledge of your portfolio including mapping the organisational structure, technical requirements and both current and future projects for each client
- Regularly meeting new and existing clients face to face and attending and organising relevant networking and profile building events
- Identifying leads and new business development opportunities, converting them into new business and driving growth
- Working alongside the Recruitment Partner and assisting with sourcing and screening candidates

This role is predominately client facing and will be supported by a team of recruiters who are responsible for all candidate sourcing, candidate relationships and assisting with job management.

What you'll need to succeed

The right person for this role will have demonstrated history of work in sales and will be driven and able to exceed targets in a fast paced and competitive environment. You will be proactive in developing relationships and able to demonstrate a track record of both quick wins through tactical sales and larger account wins through a strategic approach. It is important that you are comfortable presenting to clients, are a strong negotiator and able to effectively consult with and manage client expectations. You will be available for full time hours Monday to Friday based in Perth CBD and competent in the use of Microsoft office software.

What you'll get in return

In return you will have the opportunity to progress your career in a truly meritocratic culture with significant scope for career development. You will have the best recruitment tools at your disposal and unparalleled recruitment and technical training. Our employee rewards and benefits are extensive and include the following, just to name a few:

- Flexible working arrangements
- Wellness and volunteer days each year
- Monthly whole office celebrations
- Performance incentives and initiatives
- Additional health and leisure benefits

- Anniversary gifts including; The Entertainment Book & \$500 per year towards health and leisure activities

What you need to do now

If you're interested in this role, please submit your CV via the 'apply now' link below. If you would like to know more or have a confidential discussion, please contact Tiffany Stewart on 08 9265 9107 or tiffany.stewart@hays.com.au

At Hays, we value diversity and are passionate about placing people in a role where they can flourish and succeed. We actively encourage people from diverse backgrounds to apply.

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