



Client Engagement Manager, Trades and Labour, Perth

Hays • Perth WA



Base pay

\$80,000 - \$100,000



Work type

Permanent



Contract type

Not provided

Job details



Date posted

10 Sep 2021



Expiring date

10 Sep 2022



Category

HR & Recruitment



Occupation

Management - Agency



Base pay

\$80,000 - \$100,000



Work type

Permanent



Job mode

Standard/Business Hours

Full job description

Your new company

Hays are the market leading recruiting experts . Our specialist Trades and Labour recruitment business has a national presence with over 100 consultants dedicated to servicing building and construction projects across WA.

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

Hays are growing our national footprint and are investing heavily in the expansion of our state business. 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 Trades and Labour team.

As a Client Engagement Manager in Trades and Labour at Hays, you will be responsible for developing a portfolio of clients including existing, historical and target organisations and you will develop deep knowledge of your portfolio including mapping the organisational structure, requirements for both current and future projects for each client.

You will regularly meet new and existing clients face to face and attend and organise relevant networking and profile building events. Using the suite of cutting-edge internal systems available at Hays, you will also regularly analyse client and sales data to capitalise on opportunities with existing key accounts and to identify potential new business prospects.

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 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. You will be adept with presenting to clients, a strong negotiator and able to effectively consult with and manage client expectations.

Previous recruitment experience will be highly regarded, however if you haven't worked in the field but have the aptitude to break down and understand how organisations use their contractor base to deliver on projects of work and have the ability to articulate how Hays value proposition differentiates from our competitors, we would like to hear from you.

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,
- \$500 per year towards health and leisure activities,
- Wellness & volunteer days each year
- Up to two weeks' loyalty leave a year

To learn more about our employee benefits, visit our benefits page on our website.

What you need to do now

To apply, please submit your CV via the 'apply' link below. Applications should be addressed to Suzi Edwards, Senior Internal Recruiter at suzi.edwards@hays.com.au

For more information, please visit www.hays.com.au/join-hays to read more about our Experienced Recruiter opportunities.

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.

LHS 297508 #2553781