



Recruitment & Business Development Consultant

- **Opportunity for a career as a Recruitment & Business Development Consultant**
- **Sell & deliver HR & Recruitment solutions and take your desk to the next level**
- **Proficiency in French and/or Spanish will be highly regarded**

Polyglot is an ever-growing HR, Recruitment, Payroll & Business solutions consultancy and Seek award winner (2013 and 2014!). In the context of our growth we are looking for an experienced Senior Recruitment Consultant to join our team to take ownership of one of our Recruitment Desks!

Who are we and what sets Polyglot Group apart?

Polyglot Group (www.polyglot.com.au) solves its clients' problems with pragmatic Human Resources & Cross-Cultural Solutions. We are a team of passionate multilingual professionals who assist businesses to expand and optimise their operations, providing them with cost-effective services in HR Consulting, Payroll & HR Outsourcing, Recruitment, Language and Business Solutions.

With offices in Australia and Europe and further internationalisation plans (work in progress!), we offer personalized and pragmatic solutions to international businesses across all industries.

Our clients include top global brands but also promising start-ups across sectors and geographies. Within our dynamic team, you will have the opportunity to learn a lot and get a challenging work experience in an easy-going international atmosphere.

In this role, you will leverage off existing accounts and build on existing leads as well as develop your own client base. You will get to work collaboratively with our national and international teams.

Who are we looking for?

- **Passion!** We want entre(intra)preneurs willing to take this desk to the next level
- Ideally, at least 2 years of experience as a Recruitment Consultant in Australia in a Technical field
- You may have had an entrepreneurial role in a different industry, have a strong understanding of how business works and are a natural business developer with a commitment to quality service
- You may be an independent recruitment consultant willing to get more back office support while maintaining your autonomy and having more solutions to sell!
- You have the ability and desire to develop and build long term client & candidate relationships.
- You have lots of energy, are passionate about what you do and are creative and flexible!
- You have a network of clients / candidates and a good knowledge of the local market
- Languages skills in French or Spanish would be a big plus but not are not a must

The Role

Reporting directly to the General Manager, you will be responsible for:

- Client and candidate management: you will forge strong and meaningful relationships with clients and candidates within the mining & construction markets in Australia and internationally!
- New Business Development through cold calling, emailing and networking: you will have full autonomy to lead the development of this desk, identifying opportunities and transforming them!
- Cross-selling: you will have the opportunity to cross-sell our other solutions (eg: HR & payroll outsourcing, Translations or even business solutions) which will greatly enhance your experience as a consultant and offer truly holistic solutions to your clients.
- Leadership: in time, you will grow your own team! At Polyglot you can be a real entrepreneur with a say in your career development and in your vision of the business!
- Innovation and creativity: you will suggest and deliver innovative recruitment and HR solutions to our clients, helping the company adapt and thrive in this ever-changing environment!
- Marketing / communication of your division: participation to industry conferences, events organisation / sponsorship, personal branding on social networks or as a speaker to relevant events etc.!

This is a fantastic opportunity to join a company that has a holistic vision and a unique cross cultural HR expertise.'

What is on offer?

- The possibility to broaden your perspectives and sell all of our solutions (HR, Payroll, Recruitment, Languages and Business Solutions)
- A real ownership of your work: an autonomous role with the ability to grow your business exploring and seizing the opportunities you identify!
- We are not a KPI's freak organisation: we believe in activity monitoring and provide some guidance but we trust above all our people to be self-driven to achieve the goals they set for themselves!
- A family, friendly and multicultural corporate culture with regular Friday drinks, barbecues and parties in our beautiful Glebe office!
- A base salary aligned with experience + profit sharing
- 4 weeks annual leave (+1 extra week after your first year)
- Regular incentives and rewards to make the job even funnier (ex: whenever you hit your monthly budget you get a Friday afternoon off)!

If you believe you are the right candidate and would like to know more about the role, please apply through our website or send your latest CV and cover letter to damien@polyglot.com.au

To have a confidential discussion call Damien Richard: 02 9518 4388.

We look forward to hearing from you!