

## Role: Senior Consultant

Location: Brighton/Chichester

Package: Competitive salary, bonus & benefits

neuco are experts in executive search and recruitment for the industries that connect the world: communications, content & media and connectivity. We're looking for Senior Consultants to join our team.

## Three reasons to join neuco:

1. We work in a highly innovative and dynamic technology sector. The clients and candidates we work with shape everyday life for people worldwide.
2. You'll be joining an experienced team with big growth plans. We're creating our own roadmap and you can forge your own path within it.
3. We're obsessive about providing a brilliant service, and creating an awesome place to work.

## Responsibilities:

As a Senior Consultant, you will:

- **Manage your clients:** develop a portfolio of clients and take responsibility for developing business with them by becoming an integral partner as they build their business and talent strategies.
- **Be an industry expert:** Develop a strong understanding of industries and sectors through networking and developing relationships and using a variety of desk & phone based research techniques.
- **Be responsible for generating revenue** by delivering against our clients' requirements.
- **Be social media savvy-** contribute to neuco's social media strategy by posting content and by using social media for research and outreach purposes.
- **Manage your candidates:** arrange interviews, prepare candidates for interviews, provide feedback following client interviews etc.

## Requirements:

We're looking for the following skills and experience:

- Minimum of two years' experience in recruitment.
- Able to engage with both clients and candidates in a friendly, efficient and enthusiastic manner.
- Strong written communication skills. Able to write in an engaging and concise manner.
- Proactive, able to work under own initiative, able to solve problems creatively when needed and to take accountability for your own actions and deliverables.
- Goal oriented and ambitious, have a strong desire to work in a sales environment.
- Curious - a desire to learn and grow.
- Flexible with an international outlook - able to travel and work to accommodate different time zones.
- Resilient – able to overcome setbacks, and pivot as priorities change.
- A team player – enjoy supporting your colleagues
- Sense of fun and sense of humour.
- Structured – able to work to deadlines and prioritise effectively.
- Computer literate - Microsoft office, Skype, LinkedIn etc.; knowledge/experience of CRM systems highly desirable.

# A week in the life at neuco:

No two days are the same at neuco. Check out this sample 'week in the life' to get a flavour of life in global executive recruitment:



## Early start

You grab a coffee and reach the office early for a brainstorm with the team. There's a big communications industry conference in Germany on Wednesday, and some of the top talent in the world will be there. You also phone a list of promising candidates before the end of the day.



## Flying high

It's an evening flight to Munich for the conference. On the way, you plan your interview schedule, and check it against the latest opportunities with our clients. You also take the time to analyse a new report on satellite recruitment trends in Kenya.



## Make connections

During the event, you conduct 15 back-to-back meetings with clients and candidates. You also get to chat with many ambitious people from the communications industry. It's intense, but you finish the day fired up and happy that you've made some great contacts.



## Get social

On the plane home, you draft a blog post based on your experience in Munich. Already, a few emails have come in from new contacts. You add your post to LinkedIn and Tweet out a link – all before your plane lands on the tarmac.



## Back home

Back in the UK, a candidate from Washington D.C. calls to ask for your help tailoring their CV for an executive role in a new market. You offer guidance on how to sell their skills for the position.



## Follow the lead

You Skype a hiring manager in Brazil to qualify a new senior opening and take the job specification. As soon as you finish, you immediately call five people in your South American network who have the required skill set.



## On the phone

You spend most of Thursday on the phone, following up on earlier leads and making new contacts. It takes persistence, but you finally get through to one of your top target hiring managers.



## Seal the deal

Your LinkedIn post grabs a lot of attention. And then, just before 5pm on Friday, you get some good news. A client wants to hire a candidate for a role you've been working on for the last couple of months. The team head out to celebrate!



## Sound like your kind of job?

**Get in touch:**

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