

Recruitment Manager

Where many companies are suffering as a result of COVID-19, here at Apex Recruitment we are fortunate enough to find ourselves in a position where our clients are very busy. Looking forward to the next 12 months we have a very strong business pipeline

We are now seeking a Recruitment manager who will be responsible for:

- the management of existing client accounts
- a team of recruiters/account managers
- building out new clients and
- helping shape the future strategy of the business

This role reports directly to the Directors of the business and would present a great opportunity for someone that is looking for the next stage of their career and to be recognised as a valued member of a business and not just a number.

This is a fantastic opportunity for someone with proven experience of leading and managing teams and the ability to drive actions and achieve results. Experience of the technical/engineering recruitment sector would be advantageous.

About us...

We are a family owned, specialist recruitment business based in Warwick with easy access to the M40 and A46. We are an award winning and financially sound business with over 40 years history in the recruitment sector.

We firmly believe that finding the right person is more than just ticking the boxes on a job spec. It is important to find a suitable person who fits the culture and behaviours of our business. Our company values were agreed by our staff in 2014 and these values hold true to this day. A full copy of our values can be found at the following link <https://www.apex-recruitment.co.uk/company-values> but in summary they are:

- Be committed
- Be entrepreneurial, adventurous and open minded
- Be creative and collaborative
- Be fun and a bit different
- Be generous

The Role

The Recruitment manager will be responsible for:

- Managing and developing client relationships
- Managing and co-ordinating vacancies received from both new and existing clients
- Ensuring client vacancies are filled in a timely and efficient way through the provision of carefully selected and appropriate candidates
- Identifying new business development opportunities and maximising the output from these opportunities
- Ensuring collaboration across the business to ensure revenue is maximised from all clients
- Identifying potential new revenue streams building business cases where appropriate
- Leading a team and driving the performance of that team including workload prioritisation

- Undertaking staff reviews
- Developing and growing talent
- Acting as a mentor and supporting the team by leading by example and ensuring your team are working in line with the values of the business
- Working with the rest of the leadership team to ensure the business is delivering a consistently high level of customer service across all markets

Benefits and what's in it for you?

By working for Apex you will benefit from:

- **Competitive salary**
- **Uncapped performance bonus**
- **3pm finish on a Friday**
- 3% contributory pension
- Private healthcare
- Company laptop and mobile
- Bi-annual appraisal / salary review
- Staff training / development schemes at all levels

We are an ambitious company with the drive and desire to continue improving our levels of performance, if you feel that your values are compatible with our goals and aspirations, then apply today.

Alternatively, for a confidential conversation please call our Office Manager Lisa on 01926 424154 or email lisat@apex-recruitment.co.uk for more details