Recruitment is currently one of the most exciting and up-and-coming careers in Hong Kong. It’s an exciting sales and business development based role that offers consultants the chance to build their own book of business. Recruitment consultants have the opportunity to positively affect the lives of their candidates and the economy, while being directly compensated for their hard work and determination.

As a recruitment consultant, you will be responsible for managing both sides of the ‘sales cycle’. You will partner with HR departments at some of the most innovative companies in the world to understand their hiring needs. You will act as an ambassador for your client, using your networking skills and market knowledge to engage with potential candidates. After producing a shortlist of qualified candidates, you will introduce your client and candidate and manage the entire hiring process, negotiating all details of job offers to make sure both parties are satisfied.
CAREER PATHS

SALES
- SUPER BILLER
- SENIOR CONSULTANT
- CONSULTANT
- TRAINEE

MANAGEMENT
- DIRECTOR
- ASSOCIATE DIRECTOR
- SALES MANAGER
- MANAGING CONSULTANT
- PRINCIPAL CONSULTANT
- CONSULTANT
- TRAINEE

OPERATIONS
- LEARNING & DEVELOPMENT
- INTERIOR RECRUITMENT
- BUSINESS DEVELOPMENT
- STRATEGIC CLIENT ADVISOR
- KEY RELATIONSHIP HOLDER
- CONSULTING
- MARKETING
- OPERATIONS MANAGEMENT
- FINANCE & COMPLIANCE

BENEFITS

International relocation opportunities
Continued learning & development at all levels
Promotion milestones clearly set from day one
Base salary + uncapped commission of up to 50% of revenue generated
18 days paid vacation & more with promotions

Eligibility for multiple yearly company paid vacations
Lunch clubs at Michelin-starred restaurants
Incentive drinks & early finishes on Fridays
Monthly top performer incentives
International health insurance

OUR JOURNEY

Visit www.phaidoninternational.com for the latest vacancies or email hongkongworking@phaidoninternational.com
Recruitment Consultant

Phaidon International is a global recruitment consultancy, established in our CEO’s bedroom in London in 2004. We have grown at a rate of 34% globally year on year to our present day where we stand at a current headcount of 500+ recruitment consultants working from London, New York, Boston, San Francisco, Singapore, Hong Kong, Zurich, Dallas, Chicago, Berlin, and Charlotte.

This growth has placed us as one of the fastest-growing businesses in any industry in the world (Sunday Times International Track 200) and now we are looking to more than double in size over the next three years. To achieve this we are looking for an ambitious candidate to join us as a recruitment consultant in our head office in the heart of Central London.

Within Phaidon International is comprised of 5 micro-specialist recruitment brands that focus on different market areas. You will have ownership of a market space and become an expert Recruitment Consultant in your field.

**Responsibilities as a Recruitment Consultant**

- 360 recruitment experience: Managing sales pipelines and candidate/client data in an organized and structured way and manage/expand a client portfolio and be able to deliver monthly billing targets
- Ability to pitch our services to prospective organizations financial services and bring them on as new clients
- Being knowledgeable with regards to current market conditions and being aware of organizations that are looking to hire
- Engaging in client meetings to foster deeper relationships
- Working efficiently and effectively on daily basis to achieve maximum results

**Requirements for the Recruitment Consultant role**

- Education: Minimum Bachelor’s degree
- Individuals MUST be passionate about sales, are confident, can work in a fast paced environment and should be able to work under minimum supervision
- International background
- Excellent communication skills; should be able to cold call and hold strong conversations with both clients and candidates
- Language Skills: Fluent in English

**Why work for Phaidon International as a Recruitment Consultant?**
Opportunity to work with Exceptional Senior Management: An opportunity to work with an exceptional leader and mentor Alexander Small. Alex started with Phaidon 7 years ago, has billings over 1 Million Pounds year on year under his belt. Last year moved to run the Hong Kong office. Since then the growth in the Hong Kong office has been over 200%.

- Meritocracy – promoting our consultants based on performance, offering consultants a transparent progression scheme
- The ability to work or relocate to the existing global offices
- Providing exceptional training and mentorship for you to be successful
- Medical Insurance

Please send your Resume to elena.ievleva@phaidoninternational.com