



## The Graduate Recruitment Training Academy

Question:	What do recruitment companies expect when taking on Graduate recruitment consultants?
Answer:	They want to take their pick of the best individuals that can make it in recruitment.

Does it always happen?

How many people will you have to recruit before you find the right one?

How much does it cost to train them?

Do your managers have time to spend training when they could be billing?

How much does an experienced consultant cost these days?

At the Graduate Recruitment Training Academy we select people with ambition and the potential to succeed in the recruitment industry. Following an interview and psychometric test, we will potentially turn them into the next best consultant leaving you to purely manage them and get the best out of them.

Our training will include a thorough grounding in the recruitment industry: interviewing and selection, taking a job-spec and advertising, after sales skills and business development, candidate management and preparation.

### What next...?

With a combined 50 years of experience in recruiting for the recruitment industry, and management and training of junior staff, you can rest in the knowledge that once the trainees have completed our

training course they will be ready to join your organisation and kick start their career.

## Our Guarantees:

- We will find and train the recruiters
- We have a Professional Trainer / Manager with 10 years recruitment experience
- Psychometric tested
- 2 month unlimited free replacement (recruit till you find the right person)

To find out more about Recruitment Training Academy contact Code Blue Recruitment on 01484 441 400

## £3250 + VAT

To include interview, screening and 3 day pre-placement training programme.

DAY 1	DAY 2	DAY 3
<ul style="list-style-type: none"><li>- Overview of the training programme</li><li>- History of the recruitment market</li><li>- Understanding the recruitment markets</li><li>- What's the role of a Consultant?</li><li>- Key skills of a Recruitment Consultant</li><li>- Career progression and rewards</li></ul>	<ul style="list-style-type: none"><li>- The candidate experience</li><li>- Candidate care policy</li><li>- Candidate sourcing</li><li>- Referrals</li><li>- Candidate profiling</li><li>- Candidate interviews &amp; interview role play</li><li>- Marketing a placeable candidate</li><li>- Managing expectations</li><li>- The action plan</li><li>- Debriefing process</li><li>- Managing the transitional process</li></ul>	<ul style="list-style-type: none"><li>- The recruitment process</li><li>- Communication skills</li><li>- Selling your company to a client</li><li>- The sales process</li><li>- Your client base</li><li>- Preparation for a canvass call</li><li>- Objection handling</li><li>- Taking a vacancy</li><li>- Matching vacancies</li><li>- Taking up references</li><li>- Preparing for a client visit</li><li>- Desk management</li><li>- Recruiter Quiz and Q &amp; A</li></ul>



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Code Blue group

17 Old Leeds Road  
Huddersfield, West Yorkshire HD1 1SG

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