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**C/o-Mobile**: +971505891826

**Gender**: Male

**Nationality**: Zimbabwean

**Languages**: Fluent in English, Ndebele, Shona
**Email**: prince.339436@2freemail.com

Prince

 **Personal Summary**

Recruitment Consultant with experience supporting a variety of NHS hospitals and Private Medical organisations across the UK. I specialise in recruiting medical professionals across all levels of disciplines from part qualified to senior hires within the medical sector. I thrive in a highly competitive sales environment with highly skilled and competent consultants. An energetic and driven recruitment consultant who consistently exceeds monthly sales targets by an average of 40%. Proven ability of implementing strategic growth plans to increase sales and exceed set sales targets.

 Relevant sales skills, knowledge, fluent in recruitment softwares and personnel work experience required to be a successful recruitment consultant.

Currently looking for a career with a rewarding organisation that provides a direct link between work ethic and financial bonuses and an opportunity to utilise the skills I already have acquired and to develop new ones.

**CAREER HISTORY**

**RECRUITMENT CONSULTANT (National Locums)**   - **Dates:** March 2015 to Present

Award winning and one of the fastest growing businesses in the United Kingdom in 2016. Working for one of the leading medical recruitment companies in the UK; with a team of over 20 high performing and hungry consultants. One of the top billing recruitment consultants based in the nursing division of the company, consistently exceeding monthly targets and annual sales targets by over 70% in the first year. Solely responsible for head hunting suitable candidates from all levels of disciplines for temp, perm and specialist contracts across the UK. Awarded with the employee of the month for exceeding targets, building an excellent rapport with candidates, great team player and for consistently actively looking for strategies to grow the business. Attended a RCN event with a team of three and achieved record amount of candidate registrations the in region.

**Duties:**

* Actively head hunting suitable candidates for clients to fill their vacancies.
* Implementing Strategic Business Growth Plans to Increase Sales Turnover and Gross Profit
* Responsible for marketing in relevant market journals and publications, job boards and social media.
* Implementing marketing strategies with the marketing department to devise effective job adverts.
* Strategic Business Development
* Responsible for educating candidates in regards to what the vacancy consist of; such as work duties, salary and benefits of a particular vacancy.
* Implementing and management of my business’s budget, Profits and Losses
* Responsible of ensuring the candidate’s compliance meets the criteria in accordance to the NHS work frame or the client’s legal requirements.
* Developing a better understanding of what the client requires and head hunting across the UK for suitable applicants.
* Solely responsible for arranging interviews with candidates to screen and assess the candidates suitability for the position.
* Implementing strategies to manage all KPI's to maximise productivity and growth
* Attending network events and implementing marketing strategies to attract suitable and potential candidates.
* Building own database of candidates and contacts.

**SENIOR RECRUITMENT CONSULTANT (ID Medical)**   - **Dates:** Jan 2015 to March 2016

One of the largest multidisciplinary recruitment agencies in the UK, with renowned recruitment training. Covering 90% of NHS trusts, in addition to private medical organisations across the UK. During the period at ID Medical I received one of the UK’s leading recruitment training; helping me excel and to become the recruitment consultant I am today. Consistently exceeding monthly sales targets by over 40%, becoming a senior recruitment consultant within less than year and attaining the Knowledge and skills required to be an exceptional consultant.

**Duties:**

* Headhunting - identifying and approaching suitable candidates who match the criteria.
* Utilising the databases to match candidate to the client's vacancy.
* Solely responsible for meeting and exceeding KPIs and sales targets
* Requesting references and checking the suitability of applicants before submitting their details to the client.
* Implementing marketing techniques and networking to attract new business.
* Briefing the candidate about the responsibilities, salary and benefits of the job in question.
* Preparing CVs and correspondence to forward to clients regarding of suitable applicants.
* Organising interviews for candidates as requested by the client.
* Negotiating pay and salary rates and finalising arrangements between client and candidates.
* Reviewing recruitment policies to ensure effectiveness of selection techniques and recruitment programmes.

**SALES ADVISOR (Wickes)** – **Dates:** Sep 2009 –Jan 2015

Providing excellent customer service and actively looking for sales to maximise opportunities to sell add-ons. Working in an award winning store for exceeding annual sales targets for three years in a row. Responsible of managing and collating information of client’s projects and ensuring they have sufficient material and come in budget. Having an in-depth knowledge of the products and advising customers. Responsible in training and managing new colleagues to ensure they develop the skills required to do their job role effectively.

**Duties:**

* Provide a excellent customer experience in store
* Effectively interacting with customers to facilitate the individual circumstances and requirement.
* Handling calls and enquiries promptly, professionally and politely
* Completing sales sheets at the end of the day
* Giving expert advice to clients regarding products
* Stock replenishment and merchandising
* Arranging deliveries and setting up business accounts
* Handling transactions
* Representing and maintaining a professional image of the company at all times
* Ability to handle customer complaints with professionalism

**PROFESSINAL EXPERIENCE**

**Recruitment Competencies:**

* Having in depth knowledge and awareness of the Medical Recruitment Industry.
* Experience of filling both Temporary and Permanent positions.
* Head Hunting with various avenues of Marketing.
* Business Growth Strategies
* Identifying Missed Opportunities and Implementing Structures to Maximise True Potential
* Have a strong sales background.

**Personal Competencies:**

* Enjoy working in a highly pressurised with demanding sales environment.
* Ability to work autonomously, managing and implementing business growth strategies, without being micro managed.
* Excellent interpersonal skills and the ability to communicate effectively.
* Professional, intuitive and analytical in approach to issues and projects.
* Focused on results and goals orientated.
* Eger to expand my knowledge and develop new skills.
* Confident and diplomatic when interacting with people.

Excellent communication skills
Ability to analyse and report accurately
Fluent in Recruitment Software
Marketing
Attention to detail
Ability to sell
Negotiations
Head hunting

**Bedford College** 2012 - 2014
National Certificate in Mechanical Engineering

**ACADEMIC QULIFICATIONS**

**KEY COMPETENCIES AND SKILLS**

* COMMUNICATIONS FOR ENGINNERING TECHNICIANS
* MATHEMATICS FOR ENGINEERING TECHNICIANS
* PROPERTIES AND APPLICATIONS OF ENGINEERING MATERIALS
* HEALTH AND SAFETY IN ENGINEERING WORKPLACE

**Biddenham Upper School**               2010
GCSE:     Math (C)   English (C)   Business (C) Science(C) Geography (C) General Studies (C)

Available on request.

Available on Request

**REFERENCES**