

Would you like a career placing top performing sales and marketing personnel, operating as part of a comprehensive and integrated business improvement service? We offer unlimited earning and career potential. Position available immediately.

- ✓ Specialising in sales and marketing personnel placement
- ✓ Opportunity to sell related services as well
- ✓ Uncapped six figure earnings for a top performer
- ✓ Perth metro based

At Edensilk, results make the difference. Do you have the capacity and determination to make that difference for your clients, and be rewarded accordingly?

### The company

We form strategic and operational partnerships with our clients to understand what is needed to improve their growth and profitability. Then we apply our combined knowledge and experience to their situation to achieve highly successful human capital solutions.

Due to successful consolidation in 2003/04 we are now poised for further growth, and seek an additional consultant to expand our specialisation in the recruitment and selection of top performing sales and marketing personnel using our proven methodology and tools.

At Edensilk we offer our clients a unique, streamlined, and highly effective solution to finding sales and marketing personnel who can truly perform. So while your prior experience and ideas in this regard will be considered, they may or may not be suitable.

Our particular methodology is an important part of our competitive difference, and we seek someone who is able and prepared to implement it in concert with the services performed by our other consultants.

Edensilk has a small but growing team, based in Perth, with nationwide ambitions.

Because we aim (among other things) to be positioned as the number one specialist sales and marketing recruitment firm in Australia, we expect our consultants to be 'the best of the best'.

More than just 'a recruitment firm', Edensilk provides a comprehensive range of additional sales and marketing services. For background visit [www.edensilk.com.au](http://www.edensilk.com.au)

### The opportunity

As our first specialist recruitment consultant you will be variously a sales executive, adviser and matchmaker.

Your primary objective will be to identify and successfully resource sales and marketing employment opportunities to help your clients achieve their organisational goals and KPI's.

As a key contributor to our energetic and successful business, yours will be a highly focused yet varied role.

You will be responsible for 'end to end' recruitment including building strong relationships across many industries.

Working with and alongside other industry professionals in our team, you will learn and grow personally and professionally as you develop an established desk and create a presence in the Perth market for yourself.

Your primary aim in the first 12 months will be to utilise your exceptional sales and business development skills to source and consolidate your own client portfolio. Therefore you must be personally willing and able to prospect for new business and complete a multi-faceted solution sales process.

It should go without saying that your priority will always be to deliver quality service and lasting results rather than simply 'getting a quick sale'.

As our specialist recruitment consultant you will have the autonomy to take ownership of your career in a progressive and rewarding environment like no other.

Full one-on-one training/mentoring and total team support will also be available as needed to ensure you assimilate into our culture of results and become even more successful yourself.

As a result you will enjoy uncapped earning potential limited only by your own aspirations and ingenuity.

We anticipate you will be one of many Edensilk recruitment consultants Australia-wide by 2006.

### The ideal candidate

The successful applicant will demonstrate most, if not all, of the following:

- ✓ High level of business acumen
- ✓ Proven ability to sell service solutions
- ✓ Possibly (not necessarily) several years of experience as a recruitment consultant
- ✓ Proven experience of recruiting sales and marketing professionals with incomes in excess of \$50k pa
- ✓ Excellent written and verbal English communication skills
- ✓ Well developed interpersonal skills, including great telephone manner and personal presence
- ✓ Ability to source, negotiate, retain and develop key accounts
- ✓ Substantial experience in all facets of the recruitment and selection process
- ✓ Plenty of drive, ambition and energy
- ✓ Enjoys developing new business while maintaining consistently high service levels for existing clients
- ✓ Integrity, with ethical and values based behaviour
- ✓ Desire and ability to make things happen
- ✓ Passion for personal development and continuous business improvement
- ✓ Superior administrative, PC software and keyboard skills (ideally able to touch type)
- ✓ Self starter, combining initiative and sound commercial judgment with implementation follow-through
- ✓ Owns a late model vehicle
- ✓ Loves selling, is results driven, and can be flexible with working hours
- ✓ Excellent time management and multi-tasking capabilities
- ✓ Able to oscillate between strategic and operational considerations and actions with equal enthusiasm and ability
- ✓ Positive attitude with sense of humour
- ✓ Committed to teamwork and synergistic group participation
- ✓ Knowledge of HR/Recruitment practices and legal framework
- ✓ Smart, well educated (degree qualified) professional
- ✓ Versatile, with creative problem solving abilities
- ✓ Persuasive in every medium
- ✓ Persistence fired by an unquenchable desire to succeed
- ✓ Already well networked around Perth with excellent contacts among relevant decision makers

### The process

To become a valued consultant within the Edensilk team you will have to prove to me you are hungry and keen for a new challenge.

Your excellent track record in sales and business development, along with your exceptionally persuasive communication skills, and your time management abilities, will trigger my initial interest.

Then, if you can sell me on why we should meet, the process will begin.

### The benefits

On offer for the successful candidate will be:

- ✓ Extensive ongoing training
- ✓ Massive career growth potential (breadth and/or depth)
- ✓ Realistic and uncapped six figure commissionable earnings
- ✓ Proven business development systems and selection methods
- ✓ Challenge, freedom and autonomy
- ✓ Option to sell other related business development services
- ✓ Comfortable and easily accessible offices with interview room facilities

If you are ready to join a team of consultants that are setting new standards in Perth, and spearhead a whole new division within our structure, impress me today!

But DO NOT send me your CV just yet. First telephone me, **Paul Curtis**, Director and founder of Edensilk, on **08 9271 7661** or **04 1292 1292** to persuade me that you are a person we should meet.