

Talent Acquisition and Screening Specialist

Company overview:

Source Sync offers comprehensive and reliable reference services to companies across the UK and internationally, with a specialised focus on the aviation sector. Based in the UK, our mission is to enhance our clients' operations by delivering accurate data, insights, and access to highly qualified talent. We aim to become the leading reference provider, renowned for our commitment to accuracy, efficiency, and client satisfaction. Our services include conducting detailed background checks and providing tailored recruitment solutions.

Role overview:

We are seeking a dynamic and experienced Talent Acquisition Screening Specialist to join our team. The ideal candidate will have a strong background in recruitment sales, client engagement and candidate vetting. This role requires someone who can effectively manage multiple tasks in a fast-paced environment, with a focus on building and maintaining strong client relationships.

Apply today to become a part of our mission to deliver unparalleled reference and recruitment solutions. Suitable candidates will have experience in the following areas and will be responsible for:

Key Responsibilities:

- Maintain a confident and professional telephone manner
- Effectively market positions to candidates over the phone to highlight our clients' opportunities
- Demonstrated experience in recruitment sales
- Expertise in proactive client engagement and outreach
- Proven ability to consistently meet and exceed sales targets
- Experience in nurturing and partnering with new clients to establish strong, recurring revenues
- Excellent negotiating and influencing skills with clients at all levels
- Consistently achieve monthly sales targets
- Educate clients on the features and benefits of our products and services
- Comprehensive product knowledge, capable of presenting our service as a bespoke solution
- Outstanding communication and interpersonal skills, both written and verbal
- Match clients with candidates who meet their specific requirements
- Experience in CV sifting and arranging interviews
- Identify suitable candidates based on client requirements
- Partner with key stakeholders throughout the recruitment process
- Detail-oriented with exceptional organisational skills

Desirable Requirements:

- Prior experience in the recruitment, job board, or media sales industry is beneficial
- Familiarity with UK right to work information, DBS checks, payroll and invoicing
- Experience with CRM systems is a plus but not essential
- Proficient in composing detailed and well-crafted emails.
- Experienced in vetting and reference checking candidates but no essential
- Self-confidence with a proactive, go-getter attitude
- Strong work ethic and perseverance
- Proven ability to manage and prioritise workload with flexibility to adapt to changing priorities
- Capable of managing multiple tasks and priorities in a fast-paced environment

Benefits:

In return for their efforts the successful candidate will receive:

- Salary 40,000 – 45,000 MKD (depending on experience)
- Bonus incentive
- Full training and development opportunities with ongoing support from a Senior Management and Director
- Holidays included

At Source Sync, we value professionalism, accuracy and client satisfaction. Joining our team means becoming part of a company dedicated to providing top tier reference and recruitment services. We offer a supportive work environment, opportunities for growth and the chance to make a significant impact in the aviation and recruitment sectors.