



Principal Recruitment Consultant – Qualified Social Work

Winlight Recruitment are looking for a Principal Recruitment Consultant to join the Qualified Social Work Division.

This is an exciting opportunity to join a growing team and grow within the Qualified Social Work division. You will be based in our Liverpool Street office.

You will be growing and building a desk to a successful billing level in line with an allocated budget. The role will require a high level of business development and managing client relationships. This will include providing an exceptional service to locums & clients

As the Principal Recruitment Consultant your responsibilities will be:


- Managing existing client relationships
- Building and developing a desk with new business
- Providing comprehensive activity and financial updates
- Assisting with supervision of Junior Consultants
- Assisting the Head of Division with Trainee Recruitment Consultant Development
- Updating stakeholders as appropriate
- Planning and executing sales plan to meet budget
- Making prospective calls to new clients to build rapport and relationships
- Managing and updating appropriate pipeline/trackers
- Managing and ensuring smooth running of desk timesheets for Payroll
- Working in collaboration with the Compliance Team to ensure candidates are at the appropriate compliance Level
- Ensuring individual KPI's are met
- Ensuring personal budgets are met
- Supporting Head of Division as appropriate


From Winlight Recruitment you will receive an opportunity for career progression within the Qualified Social Work team.


You will have:

- Minimum of 18 Months' recruitment experience - preferably in Qualified Social Work Recruitment
- Self-Motivated and target driven individual
- Proven track record of growing a cold desk
- Proven track record of meeting financial and activity targets
- Experience in managing/on-boarding new business and existing business
- Desirable - experience in mentoring/supporting Junior Consultants

Consultants that care

 0208 123 0209

 Broadgate Tower – 12th Floor,
20 Primrose Street, London, EC2A 2EW

 winlightrecruitment.com







What's on offer:


- Base salary of £30,000 - £45,000 p/a + commission
- Annual holiday for Top Performers – last year we went to Lisbon, this year we are going to Marrakesh, and we would love for you to join us on 2024s trip!
- Quarterly incentives – including fine dining experiences at top London venues.
- Top Performer Awards – you could win a voucher of your choice worth up to £1,000.
- Monthly Social Events – we go to amazing locations including rooftop bars with spectacular views of London to enjoy with your cocktails or mocktails.
- Your birthday off
- Lifestyle benefits – Choose from an array of Monthly perks.

This will be a fantastic opportunity to join a growing and profitable team.

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