

Adecco Spring Professional 獵才顧問

Location 信義區 / Xinyi District

台北市 / Taipei City

Job type 正職 / Permanent

Remote Job available

Category 業務銷售 > 國內業務人員

- Spring Professional 台灣科技業人才招聘最大的招募團隊「擴編中」。
- 本公司提供業界最完整的顧問培訓計畫。包括正式顧問訓練教材、業務技巧課程以及邀請業界技術人才擔任產業工作坊講師，協助您掌握第一手業內資訊。
- 不論您的科系、學歷，您的努力將能獲得實質回饋。透過公司透明的獎金分潤制度與晉升計畫，為自己再創事業高峰。

Spring Professional 為專業正式人才招聘公司(獵才公司)，專門為人才媒合科技業硬體產業職缺。歡迎您一起加入半導體、電子製造業等前瞻性產業招募團隊，運用您的專業提供客戶最優質的人力資源解決方案。

Responsibilities

顧問的工作內容:

- Drive permanent placement business within a specific geography.
- Actively prospect for new business opportunities and negotiate terms of business with client companies.
- Develop and execute sourcing and recruitment strategies through networking, and go-to-market direct-recruitment efforts to attract 'best fit' talent to meet client hiring objectives.
- Meet or exceed recruiting goals while proactively building a diverse pipeline of top talent
- Ensure CRM database is updated to reflect all contact with target candidates and client stakeholders

Experience

若您具備下列條件，歡迎您加入我們!

- Bachelor or above degree with over 3 years of **Sales** experience.
- Proven success with direct sourcing; ability to utilize research resources, networks and cold-calling to deliver candidates

- Superb communication and interpersonal skills, including strong influencing, negotiation and presentation skills.
- Passionate and excited about trends and innovations in manufacturing and technology

其他加分條件:

- 具備主動積極的人格特質，喜歡自主安排工作進度。
- 能夠主動發現、提出問題，並尋求解決之道。
- 對製造業及科技產業有興趣，平日會看產業新聞或是有留意股市資訊。