



Client Engagement Manager - Ballarat (Trades)

Hays • Ballarat VIC

 Base pay
\$75,000 - \$80,000

 Work type
Full time

 Contract type
Permanent

Perks

CAREER DEVELOPMENT

Skills

ACT!

CONTINUOUS IMPROVEMENT

Full job description

Your new company

At Hays, we are the industry leading recruiting experts and believe the right job can transform a person's life and the right person can transform a business. We are on a mission to transform the world of work in everything we do. At Hays the opportunities are limitless and when you join the business you are rewarded with a competitive salary package, flexibility to live and work well and the best resources and technology in the industry.

Your new role

The Hays Key Account Management team in Melbourne plays a critical role in the engagement, protection and evolution of relationships with our client partner. To achieve our ambitious growth plans we are looking for an individual who is passionate about client engagement and new client relationship development to join our Ballarat team.

As a Client Engagement Manager, you will partner with key stakeholders on the client account to recognise further growth opportunities and build on existing client business. You will develop a deep knowledge of your portfolio including mapping the organisational structure, technical requirements and both current and future projects for our client.

You will regularly meet new and existing stakeholders face to face and attend


Job details

 Date posted
01 Oct 2021

 Expired On
08 Aug 2022

 Category
HR & Recruitment

 Occupation
Management - Agency

 Base pay
\$75,000 - \$80,000

 Contract type
Permanent

 Work type
Full time

 Job mode
Standard business hours

 Work Authorisation
AUSTRALIAN CITIZEN / PERMANENT RESIDENT

and organise relevant networking and profile building events. Using the suite of cutting-edge internal systems available at Hays, you will also regularly analyse client and sales data to capitalise on opportunities with existing key accounts and to identify potential new business prospects.

You will need to contribute to the content and coordination of reports by investigating, collating and analysing data. And provide support to the Account Director in preparation of tender responses and new business proposals. This role is predominately client facing and will be supported by a team of recruiters who are responsible for all candidate sourcing, candidate relationships and assisting with job management.

What you'll need to succeed

The right person for this role will be proactive in developing relationships and able to demonstrate a track record of both quick wins through tactical sales and larger account wins through a strategic approach. You will be adept with presenting to clients, a strong negotiator and able to effectively consult with and manage client expectations. Internally, it's important that you can build strong relationships across other specialisms in our business and can effectively collaborate with stakeholders at all levels. We are looking for someone who is comfortable working in a fast-paced environment, within complex organisations and a highly competitive market. It is an exciting time of growth for the team and you will play a key part in our continuous improvement and development of the service offering.

What you'll get in return

In return you will have the opportunity to progress your career in a truly meritocratic culture. There is significant scope for career development. At Hays promotions are based on performance. We are the innovators in the world of recruitment and we offer you the best resources and systems to support you to get the job done right.

As well as joining a highly successful team that have a demonstrated history of providing a high-level partnership to our key client. You will have the opportunity to work for an established brand with employee rewards and benefits that offer you flexible working arrangements, Health, leisure and lifestyle rewards, Wellness leave programme and up to two weeks' loyalty leave a year, just to name a few.

What you need to do now

Getting curious? Contact Samantha Berkhinfand – Internal recruiter VIC, TAS & ACT by submitting your application. At Hays, we value diversity and are passionate about placing people in a role where they can flourish and succeed. We actively encourage people from diverse backgrounds to apply.

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