

ACCOUNT MANAGER PATHWAY

LEVEL 1 KICK START

Generate More Revenue From Existing Business

- Discover your success ratios - 22.50
- Market your candidates - 6.09
- Uncover hidden job opportunities - 7.53
- Generate never-ending leads - 7.57
- Squeeze the juice out of your existing business - 8.17

Personal Branding

- Personal branding on social media - 5.36
- Positive static branding - 6.52
- Tips to build your network - 3.31
- Positive active branding - 5.40

LEVEL 2 POWER UP

Advanced Negotiation & Influencing Skills

- Advanced negotiation & influencing skills - 13.56

Recruitment Strategy

- Analyse your market - 9.03
- Create & implement a successful strategic plan - 8.08

Mastering candidate and client control

- Mastering candidate and client control - 10.44

The Psychology of High Performance

- Sales performance & psychology - 17.26
- Sales performance & psychology 2 - 15.03
- Peak performance techniques 1 - 3.18
- Peak performance techniques 2 - 7.21

LEVEL 3 STRENGTHEN

Smart Working

- Planning for business growth - 9.06
- Effective time management - 8.21
- The ultimate mind-set for maximum motivation - 6.22
- Advanced communication skills - 9.29

Key Account Development

- Business development & key account management - 3.24
- Managing key accounts - 3.48
- Key contacts - 2.56
- Managing the early stages of a relationship - 3.17

Client Meetings

- Client meetings - 9.02
- Mastering client meetings - 11.18

LEVEL 4 JUICE MASTER

Perm Candidate Care

- A great candidate experience - 23.32
- The craft of candidate management - 18.54
- Mastering candidate & client control - 10.44

Temp Candidate Care

- Work with the best temps - 18.13
- Identifying a good or great temp - 20.30
- A candidate care plan - 12.23
- Working with your candidates - 5.50

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