

SENIOR CONSULTANT PATHWAY



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 on Social Media

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



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

Smart Working

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

Client & Candidate Control

- Mastering candidate & client control - 10.44



INVIGORATE

Sales Juice: Full Programme

- Find a mindset that delivers great results - 15.40
- With the right attitude you can become a 'super performer' - 14.18
- Get motivated from the inside out - 17.48
- For great results, look closely at your beliefs - 13.29
- Do your beliefs limit or empower you? - 9.15
- Sales superstars tell themselves, 'I can...' - 19.53
- Connect goals to your dreams - 13.18
- BIG goals inspire - 8.03
- Be ambitious & results orientated - 12.54
- The core mistakes sales people make part 1 - 11.39
- The core mistakes sales people make part 2 - 15.10
- The characteristics of sales superstars part 1 - 13.41
- The characteristics of sales superstars part 2 - 11.13
- Why don't I have enough time in the day? - 18.20
- Control your day to deliver great results - 12.49

Jonathan Campbell's Expert Social Media Tips

- Recruitment SEO - 5.12
- Sourcing on social - 5.38
- Using Twitter to recruit - 4.43
- Social business development - 5.43



REFUEL & RECHARGE

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

- 1 -

WWW.RECRUITMENTJUICE.COM

INFO@RECRUITMENTJUICE.COM



2017 Training Provider of the Year



SENIOR CONSULTANT PATHWAY

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 5 ENRICH & NOURISH

Effective Online Copywriting

- Course introduction - 10.55
- A winning recruitment advert - 12.03
- What's my focus? - 7.47
- The key to creating great copy - 7.16
- Turn up the colour! - 0.21
- Focus on the target - 12.11
- Produce a great job advert - 11.58
- Write your advert - 6.53
- Course summary - 6.44

Effective Searching on LinkedIn

- Search overview - 15.12
- Detailed & Boolean searching - 15.06
- Connecting on LinkedIn - 10.45
- Client sourcing - 11.58
- Commercial search limit - 5.22
- Searching beyond 3rd tier - 13.33

LEVEL 6 INTENSIFY

Finding the Best Candidates

- Candidate sourcing - 12.06
- Advanced candidate sourcing & management - 7.49

- Pro-active candidate sourcing 1 - 6.24
- Pro-active candidate sourcing 2 - 4.56

Headhunting

- The art of headhunting : an introduction 1 - 5.12
- The art of headhunting : an introduction 2 - 6.54
- The art of headhunting : an introduction 3 - 5.19
- Headhunting that gets results - 9.14

LEVEL 7 STRENGTHEN

Greg Savage Consultant Series: Candidate Recruitment

- The old game is over - 15.17
- Where the fun & the money is - 8.18
- Twitter tactics for social recruiting - 23.23
- Quick tips for social recruiting - 19.39
- The craft of candidate recruitment - 18.54

Greg Savage Consultant Series: Managing Job Orders

- Prioritise & qualify job orders - 14.16

LEVEL 8 JUICE MASTER

Greg Savage Social Media Series

- Technology vs. human skills - 17.40
- A talent sourcing evolution - 8.30
- Social Media is about community & brand - 10.41
- Invest in a digital & social media strategy - 15.12
- A great candidate experience - 23.32
- Make the recruiter the rock star - 7.36
- Build a personal brand - 12.01
- Competing with clients - 14.24
- Cool tools for social media - 22.56
- Social media for client cultivation - 22.20

- 2 -

WWW.RECRUITMENTJUICE.COM

INFO@RECRUITMENTJUICE.COM



2017 Training Provider of the Year

