

ACCOUNT MANAGER 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

Recruitment Relationships

Building connections - 7.23

A personal brand - 4.37

Happy clients - 9.48

Happy candidates - 7.08

Recruitment Relationships - Quiz



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

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

Client and Candidate Control

Client & candidate control - 10.44



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

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



JUICE MASTER

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

Perm Candidate Care

A great candidate experience - 23.32

The craft of candidate management - 18.54

Mastering candidate & client control - 10.44

- 1 -

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