

BIZ DEV 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

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 & Candidate Control

Mastering candidate & client control - 10.44



STRENGTHEN

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

- 1 -

WWW.RECRUITMENTJUICE.COM

INFO@RECRUITMENTJUICE.COM



2017 Training Provider
of the Year



BIZ DEV MANAGER PATHWAY



JUICE MASTER

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

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

Greg Savage Social Media for Business Development

Build a personal brand - 12.01

Cool tools for social media - 22.56

Social media for client cultivation - 22.2

- 2 -

WWW.RECRUITMENTJUICE.COM

INFO@RECRUITMENTJUICE.COM



2017 Training Provider
of the Year

