

Account Manager Pathway



1. KICKSTART

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

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

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

Build Valuable Candidate Communities

- Candidate Communities -7.43
- Deliver a Great Candidate -14.30
- The Candidate Service Chain -9.50

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

Jonathan Campbell's Expert Social Media Tips

- Recruitment SEO -5.12
- Sourcing on Social -5.38
- Using Twitter to recruit -4.43

4. 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

How to Identify and Attract the Best Candidates

- Breaking New Ground -8.26
- A Special Mission -8.52

Strategic Recruiting on Social Media

- Social Recruiting -10.41
- Know your Socials -10.45
- A Compelling Personal Brand -12.41
- A Strategic Social Plan -11.22
- Tips and Tricks to Find Great Candidates -13.51

Get Ahead in Finding the Best Talent

- Sourcing Strategies -6.58
- Finding Hidden Candidates -9.50
- Headhunting that Gets Results -15.00