



# Academy Training Headhunting Fundamentals

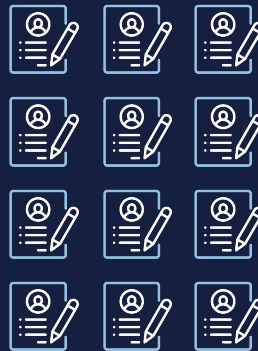
Building onboarding courses for brand new recruiters

## The headhunting process:



Define in as much detail as possible what an ideal candidate looks like

### TARGET LIST



Create your target list and attack it with a high degree of energy



Capture a small number of highly relevant candidates

## Basic steps of a headhunt:

1

Target List

2

Set Up

3

Defeat Gatekeeper

4

Crafted Introduction

5

Elevator Pitch

6

Qualify

7

Close/ Next Steps