



Academy Training Client Management

Building onboarding courses for brand new recruiters

40%

of companies feel that recruiters don't adequately understand their needs and therefore present unsuitable candidates.

35%

of companies believe that recruiters lack sufficient knowledge about their specific industry, leading to poor candidate matches.

Great client management looks like:

1

Understand Client Needs: Thorough Discovery | Test Preferences | Challenge

2

Clear Communication: Timely Updates | Transparency | Clarity

3

Excellent Service: Quality Candidates | Proactive Approach | Solution Oriented

4

Managing Expectations: Be Realistic | Under Promise | Challenge Expectations

5

Market Insights: Competitive Intelligence | Industry Trends | Consultative