

# Foundation Recruiter Programme

The Foundation Recruiter Programme consists of three courses perfectly designed to provide the foundation on which to build a successful career in recruitment. It will develop the essential skills required to work with candidates and clients and create confidence to succeed in a professional recruitment environment.

*"Super succinct with the necessary depth in the particular areas which turn an average consultant into a knowledgeable and confident consultant."*

VMA Group



# Delivered over three months the programme offers three one-day courses:

**Resourcing and Candidate Management** - Get the upper hand on the competition by learning how to identify, profile, qualify key talent, forge great relationships and manage candidates through the recruitment process.

**Recruitment Sales** - Sell with confidence by learning how to uncover your clients' needs, effectively sell your services, handle objections and close the deal in today's highly competitive marketplace.

**Growing Client Relationships** - Learn how to become a trusted partner, run fantastic meetings and build relationships through a consultative approach to build your business and long-term success.

In addition, all delegates will be offered individual trainer support mid-programme to ensure learning goals are achieved.

## Key Take-Aways

- Increased confidence in managing the entire recruitment process.
- Be able to source new and hard-to-find candidates by developing effective networks.
- Engage with top talent throughout the recruitment process.
- Effective questioning for both candidates and clients.
- Confidence to present recruitment solutions.
- Become a trusted Partner and create long-term meaningful client relationships.



## Pricing

The foundation programme consists of three courses which can be taken together as a full programme or individually.

Full programme	Online trainer led (one day or 2x four hour sessions)	Face-to-face	Individual course	Online trainer led (one day or 2x four hour sessions)	Face-to-face
Open place	£1,180	-	Open place	£430	-
In-company (5+ delegates)	£5,600	£7,240	In-company (5+ delegates)	£1,990	£2,540

### Here's what our delegates say:

*"The course was a great way to inspire new ideas in your own recruitment process. In particular, I have a much better understanding of how to take control of the process to ensure no time is wasted."*

**Smart Education**

*"It will be helpful if you are looking to strengthen your confidence in talking to clients and candidates."*

**COGS**

*"An excellent trainer - very thorough with her approach. Engages the team well and encourages all to participate. Taking it back to basics made me realise how many things could be improved up to make me a better recruiter."*

**Bluestones Group**

To receive a free training consultation and discuss your future training needs and how we can support your in-house training contact us

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Courses are available to APSCo members and non-members alike. For non-member prices please contact APSCo Tal