

United Arab Emirates Jobs Expertini®

Executive Search Consultant

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Company: Menasa & Partners

Location: , Dubai, United Arab Emirates

Category: office-and-administrative-support

Menasa & Partners is experiencing exciting growth due to our recent success in the Middle East, Africa and Asian Markets. Operating out of our hub in Dubai for the last 2 years we have developed strong relationships with many clients across the Menasa region. We are currently seeking Search Consultants with the tenacity to assist major clients attract high calibre talent. Opportunities currently exist for confident and ambitious individuals to cover various desks across multiple geographies. As an Executive Search Consultant you will have the following responsibilities:

- Business Development / Client Management
- Generate business from new and existing clients
- Meet the set standards of service delivery and turnaround times on assignments
- Ensure that the clients, new and existing are serviced as soon as possible
- Relationship building with industry stake holders
- Meet previously agreed targets
- Counseling both client and candidates on compensation, training and career development
- Candidate Management:
- Establish a network and map out the source market within the industry segment
- Identify and headhunt suitable candidates
- Manage the end to end recruitment process including reviewing applications and qualifying candidates
- Conduct reference checks
- Salary negotiation and facilitating the appointment process

Requirements:

- Bachelor's degree or equivalent
- At least 2-7 years' experience with an Executive Search / Recruitment Agency ideally with ME experience or relevant industry knowledge and sales experience
- Market mapping skills and market intelligence of the industry segments you will operate in.
- Confident, self motivated, energetic with the ability to influence others.
- Excellent presentation and communication skills.

About The Company The name MENASA originates from both the geographical region of Middle East, North Africa & South Asia as well as the

Arabic word for “platform” or “stage”. We provide the platform for employers to approach the best global talent available. Menasa & Partners is a privately owned, fully licensed, Executive Search company head-quartered in Dubai, UAE. From our head office in Dubai we are ideally placed to assist organizations in the global search for talent. We specialize in providing companies not only with suitable individuals to work in their organizations but also offer unparalleled knowledge of the global markets. Our staff all have in depth knowledge of their vertical markets therefore offering tailored strategic advice.

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