

Colombia Jobs Expertini®

Sr. Recruitment Consultant - Pacifica Continental - Colombia & Perú

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Company: Pacifica Continental

Location: Bogotá

Category: business-and-financial-operations

Sr. Recruitment Consultant - Pacifica Continental Bogotá, Colombia | Lima, Perú

About Us: Pacifica Continental is an international recruitment consultancy that provides different services focused on talents to impact companies' business all over the world. We provide a young and dynamic environment and by being result-oriented our main goal it's to delivery outstanding solutions for all of our clients. Our customized solutions and consultative approach ensure we select the best talent in the market and our operations have reached over 50 countries, including more than 250 cities around the world. We pride ourselves on working with precision and expertise in a wide range of industries! Our DNA: Ambition - We are guided by excellence; we push for progress and not perfection. Connection - We believe that people are the real drive of our company. Global Mindset - We value diversity and believe that we are enriched by it. Ownership - We take responsibility for our actions. As a Senior Recruitment Consultant at Pacifica Continental, you will play a pivotal role in contributing to our dynamic and ambitious team of recruitment consultants to provide exceptional solutions for our clients globally. We are seeking a results-driven professional with a strong commitment to the recruitment industry, emphasizing your passion for people and a demonstrated track record of success. Responsibilities: Developing and implementing recruitment strategies that align with the company's goals and objectives. Collaborating with and supporting a team of recruitment consultants to ensure they meet their performance targets and personal development goals. Cultivating and sustaining strong relationships with clients and candidates globally, actively engaging in networking and identifying new business opportunities. Managing and enhancing relationships with

key accounts, striving to achieve sales objectives. This involves identifying and pursuing new business opportunities while maintaining existing client relationships. Conducting end-to-end recruitment processes independently. Ensuring the delivery of excellent customer service and satisfaction, positioning Pacifica Continental as the preferred recruitment consultancy for our clients. Promoting a positive and collaborative team culture, fostering an environment where every team member feels valued, supported, and motivated to excel.

Requirements: Proven experience in the recruitment industry, specifically in a Senior Consultant or similar role, at least 3 years of experience. In-depth knowledge of recruitment strategies, sourcing techniques, and industry best practices. Track record of meeting and exceeding recruitment targets and performance goals. Strong interpersonal and communication skills for effective collaboration with clients and candidates. Advanced english. Extensive experience in building and maintaining global relationships with clients and candidates. Demonstrated success in managing key accounts, achieving sales objectives, and identifying new business opportunities. Proficiency in independently conducting end-to-end recruitment processes. Commitment to delivering excellent customer service and satisfaction. Positive and collaborative team player, dedicated to promoting a supportive team culture. Preferred educational background includes a Bachelor's degree in Human Resources, Business Administration, or a related field. Professional certifications in recruitment or human resources are advantageous.

What we offer: Competitive Salary; Performance bonus; Meal Voucher; Help of cost for gym classes; Meritocratic culture and multicultural environment; Notebook and mobile – other tools for home office may be provided on demand; Hybrid work model. Powered by JazzHR

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