



Senior Team Manager

Liverpool Street/Moorgate area, London

Our values

Honesty, Strive for Excellence, Collaboration, Forward thinking.

Why join us?

This is a role combining the best of both worlds:

- Flexibility to work in the way that best suits you
- No red tape, no company politics and a fast moving decision making process
- Economic stability - even though we are a small enterprise, we are self funded and 100% privately owned
- Minimal admin - we want as much of your time as possible to be focussed on recruiting and relationship building and we have cut away almost all of the admin side of the job
- A chance to really shape something, have an impact on the future
- A huge opportunity to fast track your career in an environment focussed on rewarding excellence and great results
- Benefit from a 21st century approach to hiring, building brand through marketing

Our market

We are a market leading boutique agency, specialised in recruiting the specialty practices of Regulatory, Quality and Clinical, so patients all over the world can have access to safe, innovative and life changing Medical Devices. From life saving products like artificial hearts to MRI scanners and innovative cancer fighting radiotherapy machines, the people we place truly change lives.

We pride ourselves on being experts in our industry and strive to deliver the best service we can to candidates and clients alike. Led by 2 of the most established recruiters in their field, Elemed has a brand that is present across Europe and a name that speaks for itself, making business development and headhunting warm, fun and conversations much more interesting!

Here at Elemed we are big on team spirit. We believe a team that works and plays together stays together, so we offer great benefits such as monthly team nights out, flexi lunches, top billers yearly trips and more!

The role - Team manager

This is a high growth role with lots of potential for career progression and to take wider responsibility within the business in the future.

As team manager, you'll be responsible for building and leading a team of international focussed experienced consultants, as well as leveraging existing client relationships to expand our service offering in a new vertical market in Europe. This is a leadership role, with billing and account management responsibility. You will also have influence over the strategy and commercial direction of your team within the business.

Technical Recruitment

- Developing a strong personal brand amongst candidates and clients within our niche – you will inherit a warm desk and be responsible for maximising these relationships
- Managing the full cycle 360 recruitment process: role briefing, search and selection, interview coaching, closing, follow up
- Continued development of major client accounts and turning warm prospects into active companies and candidates
- Setting the standard and leading by example across all areas of the recruitment lifecycle
- Delivering an excellent candidate and company experience at all times
- Working closely together with the marketing team to develop strategies for candidate and client acquisition

Leadership

- Designing the hiring strategy, targets and metrics to ensure team success.
- You'll lead, train and manage a small team of consultants, that you will have responsibility to grow and develop
- Having sales accountability for the team, measuring performance and productivity as well as leading by example to demonstrate what good looks like
- Hiring, developing, attracting and retaining talent
- To implement state of the art best practises across the team
- To uphold the company's values and high quality service level to all external customers, candidates and contacts.
- Any other relevant ad-hoc duties as required by the Director or CEO



What we are looking for

This role is perfect for someone who is a strong leader, but still enjoys sales and recruitment; working with candidates, building out client relationships and opening new doors for the business.

- Minimum education to degree level
- Demonstrated experience of working in a candidate short permanent market (Europe or international is ideal)
- Consistent placements over minimum of a 1 year period
- Proven experience of managing and developing at least 2 people to achieve success

**If you think you can bring any of the above to Elemed
we would LOVE to hear from you!**

Please send your CV to elena@elemed.eu to be considered for this role!



www.elemed.eu