



CONSULO GROUP

REVOLUTIONISING RECRUITMENT

LDN | UK

WELCOME

Consulo Group are setting out to revolutionise the way recruitment companies find staff.

Our approach to talent acquisition is unique to anything else available in the market. Whether your organisation is looking *for trainees, experienced recruiters or seasoned veterans*, we have a tailored service for each level of talent.

The values that define us are - **professionalism, results and value**. We strive to achieve the results in the most cost efficient manner, whilst ensuring we represent our client's image in the highest regard at all times.

This brochure outlines how we operate in each business activity.



OUR SERVICES

THE ACADEMY . Sourcing, training and placing trainees for entry level positions.

REC TO REC . Finding experienced recruiters and placing them with firms.

EXECUTIVE . Headhunting top billers and Director level candidates for joint ventures.



THE ACADEMY

When hiring trainees, many firms find that although the candidates themselves have excellent qualities for recruitment, their lack of experience can create a burden in the initial stages.

It can also take months to find out whether someone has what it takes to succeed in the industry, by which point a lot of time and money has been wasted.

The Academy proposes to find entry level trainees and emulate a live recruitment environment around them. The candidates embark on a rigorous assessment and training program, lasting 3-5 days (*longer if required*), where they will learn everything about what would be expected of them in the demanding and exhilarating world of recruitment.

The vetting process begins from the moment they enter the academy, where the candidates will be assessed and graded by our experienced team of recruiters. We base the criteria on core principles including professional appearance, work ethic and timekeeping, performance during practical tasks such as sales presentations, telephone role play and a panel interview with our team.

Those that pass will hone their skills across a range of activities which are specific to the recruitment industry. They will be calling through live clients and pitching recruitment services, identifying and headhunting candidates, and writing follow up e-mails all under the supervision and guidance of our assessors.

At the end of the academy, they will have a basic knowledge of the rigours of recruitment and be ready to hit the ground running at your organisation. As part of our service, we provide an honest profile on each candidate including their strong and weak points, so you can choose whether their attributes are suited to your organisation.

You will also see a video recording of them making a live sales or resourcing call, in addition to a video introduction of themselves. This data will allow you to see how their professional manner before you interview them.





REC TO REC

Our experience of this market is that many agencies will send a candidate without doing any proper checks in the hope of getting a placement. Using our many years of experience hiring and vetting recruiters, we thoroughly assess each candidate prior to being put forward to interview.

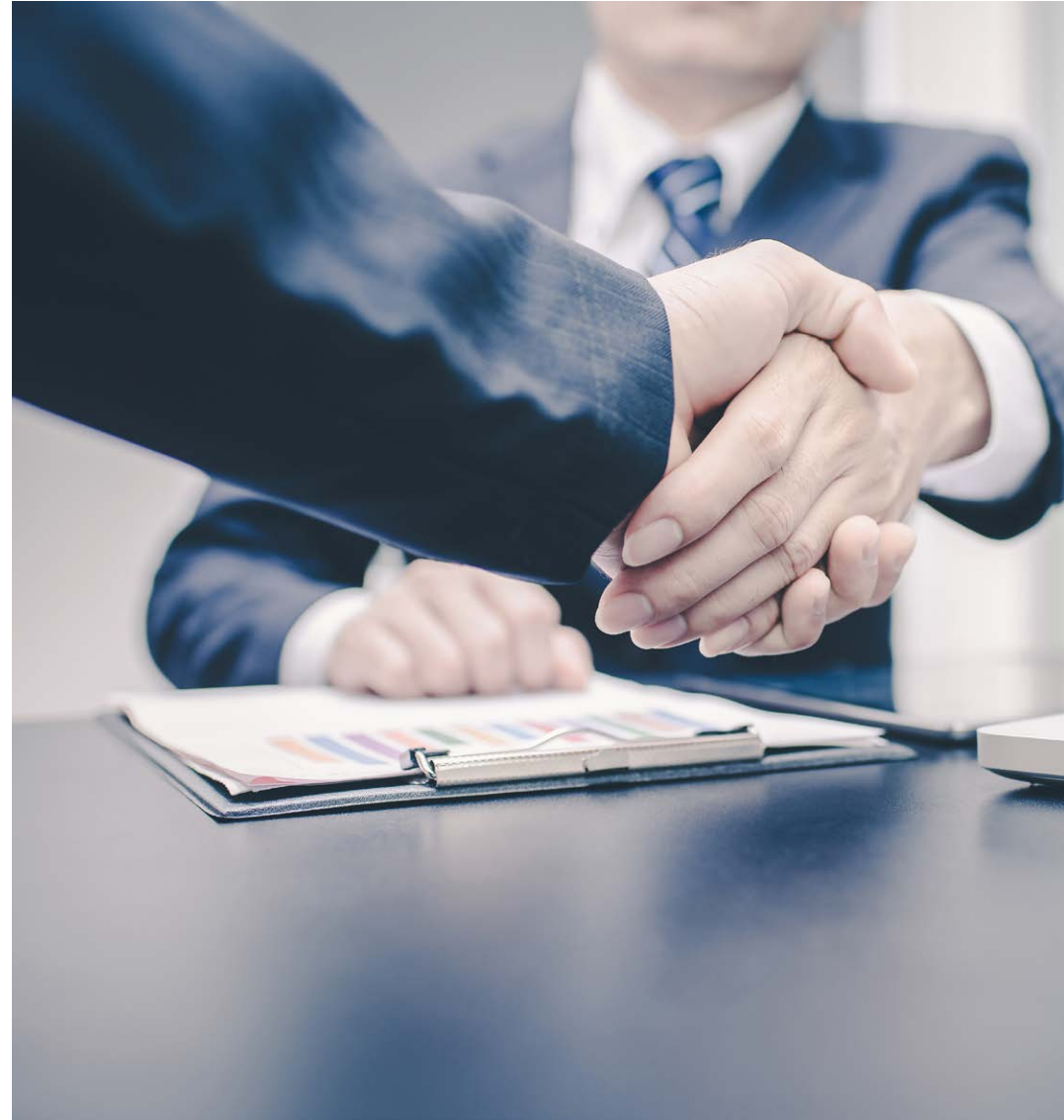
Their CV, billings and job duties will be fully checked and verified. In all cases we will check payslips, and require proof of claims such as billings or management duties. We create an honest profile of each candidate, so that you know exactly what you are getting without a gloss over - and make an educated choice.

EXECUTIVE

We assist our clients in finding the top talent in the market to join their firms. These candidates are rarely available through conventional recruitment methods, and in most cases are not actively seeking opportunities. Consulo proposes to find, approach and attract these individuals on your behalf.

We will map the sector you are looking for to identify the right candidate by researching hundreds of recruitment companies, and shortlisting the biggest names at those companies. We will then systematically headhunt those individuals and create a shortlist. Those that are suitable, interested and capable will be passed over for your assessment. This creates a pipeline of talent that didn't even know they were looking until we called them.

In some cases, a joint venture may be the only way to attract these individuals - by offering shares for example - as they will already be high earners at their current firm. We can assist with the negotiation and structure of these deals.



Thank you for taking the time to read about us.

— We look forward to hearing from you. —



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