



Ambitious IT Recruitment Consultant- IT Contracting

Company Description

ClearSource is a well-established Belgian ICT recruitment consultancy providing Time and Material solutions in Belgium and across Europe.

Since our inception in 2005, we have consistently sourced high-calibre freelance consultants from across the technology spectrum, building an enviable portfolio of corporate clients.

Our success is based on four core values: Quality- speed Flexibility- Compliance, and 80% of our assignments come from repeat relationships with returning clients.

Function

Due to the continued growth of our activity in Belgium, we are adding to the team:

You will work in the brand new general office and will immediately become involved in the sales process: prospecting clients, screening external contractors by matching their skills and profiles to a relevant contract opportunity over the telephone, negotiating fees...

You will start by working with our large database of clients and with whom you remain in regular contact. You will benefit from an administrative support person who types and posts all your adverts, renewals and mail-shots AND a generous database search and advertising allowance on all the major websites AND an impressive Preferred Supplier List that you will tap into from Day One AND an extensive entertainment budget for you to wine, dine and surprise your clients. Most importantly, you will feed off the buzz which comes from working within a consistently on-target team of colleagues.

We believe that a truly client-minded sales approach doesn't need to sacrifice on quality or relationship either. ClearSource distinguishes itself on the contracting market through our differentiators

- One dedicated account manager per customer, responsible for all their IT assignments
- We visit all our clients
- We meet our local contractors
 - we make **more placements!**

Contracting is a people business, but with a very strong commercial focus, and if sales do not appeal then this is not the right job for you. There's a lot of frustration and rejection along the way, however there are some huge highs and also a constant buzz and drive. We can certainly promise you a hugely challenging job where you won't know where the time goes, and a genuine career path with a growing company.

Your profile

ENTHUSIASM and a "CAN-DO" attitude are the most important assets for this role, but clock-watchers and "9 - 5'ers" need not apply.

Minimum experience 2 years in sales (demonstrating an understanding of the sales cycle from the cold-call to a client visit to the close).

Fluent English with Dutch and French

We offer

Competitive basic salary

Company car

Extremely attractive **un-capped commission plan**

26 days' holiday

Lunch vouchers

Plus:

Team-building and sales incentives

Anti-stress chair massages fortnightly

Training courses here and abroad (REC accredited)

Regular appraisals and career planning

Very friendly, sociable team (Walloon and Flemish, French and English...)

Please send your latest CV in strictest confidence to hr@clearsource.eu