



The Professional Recruiter's Handbook: Delivering Excellence in Recruitment Practice

Ann Swain, Jane Newell Brown

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The Professional Recruiter's Handbook is a thorough guide to achieving success as a recruiting consultant. The authors explore the techniques used by the most successful recruiters, both agency and client-side, to understand what creates excellence in executive search.

Containing practical advice on attracting the right candidates and finding and retaining new clients, it explains how to develop a recruitment strategy to ensure the recruitment professional can fill vacancies successfully. The book is supported by numerous case studies and interviews with recruitment professionals.

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