

# Foundation Recruiter Programme Overview

Do you have new recruitment consultants on your team? Or do you need to elevate existing consultants' skills? Maybe you need to ensure all your consultants are consistently providing the same service. If so, you may want to consider investing in their training with the **APSCo Foundation Recruiter Programme**.

With three courses designed to provide the foundation on which to build a successful career in recruitment, the Foundation Recruiter Programme develops essential skills. These skills ensure your consultants have all the tools they need to work with candidates and clients and create the confidence to succeed in a professional recruitment environment.



# What does the Foundation Recruiter Programme include?

Delivered over three months, the programme offers three one-day courses. Included in each course, there is:

- ✔ **a launch meeting:** in this 45-minute virtual introduction to the programme, delegates gain an understanding of the programme, commitment required, pre-course preparation. It's also an opportunity to meet the trainer and other delegates and ask questions.
- ✔ **a Manager Support Toolkit:** the toolkit includes questions for managers to support the learning of the delegates. Managers are also invited to the launch meeting.
- ✔ **mid-programme support:** every delegate will have a session with their trainer halfway through, to ensure they are on-track to achieve their learning goals.

In addition, all delegates will be offered individual trainer support mid-programme to ensure learning goals are achieved.

# What does the Foundation Recruiter Programme include?

## 1. Resourcing and Candidate Management

Get the upper hand on the competition by learning how to identify, profile, qualify key talent, forge great relationships and manage candidates through the recruitment process.

[FIND OUT MORE](#)

## 2. Recruitment Sales

Sell with confidence by learning how to uncover your clients' needs, effectively sell your services, handle objections and close the deal in today's highly competitive marketplace.

[FIND OUT MORE](#)

## 3. Growing Client Relationships

Learn how to become a trusted partner, run fantastic meetings and build relationships through a consultative approach to build your business and long-term success.

[FIND OUT MORE](#)



## Key course takeaways

Delegates that complete the three workshops will:

- Have increased confidence in managing the entire recruitment process
- Be able to source new and hard-to-find candidates by developing effective networks
- Better engage with top talent throughout the recruitment process
- Be able to effectively question both candidates and clients
- Have the confidence to present recruitment solutions
- Become a trusted Partner and create long-term, meaningful client relationships

## Three delivery options to suit you

**Open** – Perfect for 1 and 4 places, where you will have the opportunity to share best-practice with delegates from other organisations. Delivery is typically virtual with face-to-face delivery available for some leadership programmes. Courses and programmes are available to **book through the website**.

**In-company** – Ideal for 5-10 delegates, where courses are tailored to your business model. Delivery can be virtual or face-to-face. Booking courses or programmes can be **discussed with one of our team**.

**Partnership** – Designed for members looking to train 30+ delegates within 12-months. Partnership offers you account management, reporting and increased support, along with co-branded materials. Find out more about partnerships **here**.



## For further information

For further information on the above programme or to discuss your talent development needs, please contact us

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Courses are available to APSCo members and non-members alike. For non-member prices please contact APSCo Talent Development.