



HEAD OF CLIENT SERVICES - MELBOURNE

Basic circa \$120k + comm+ bens + incentives + relocation

This varied role covers many aspects including development of marketing & sales solutions, implement & oversee delivery of a sales strategy, develop senior level business relationships & manage/motivate a team of business executives & account managers whilst operating with full P&L responsibility. You must have a min. of 2 years experience of sales & man-management gained from within IT recruitment. You must have a successful track record of selling solutions/services into key accounts & be credible at board level negotiation. A high level of commercial awareness, ability to influence & communicate at all levels & strong business process/team management are all key to the success of the role.

SECOND IN COMMAND - IT/TECHNOLOGY RECRUITMENT - BRISBANE

Basic circa \$90k + comm+ bens + incentives + relocation

This role is a nice mix of man-management coupled with business development. This is ideal for a hands-on billing team leader looking for the next step or a billing/branch manager looking to relocate and use their current skill set. Ideally you will come from IT or Technical recruitment but the company is open-minded depending on your skills, attitude and abilities. Previous success at business development & account management is essential. This company is one of the leading Australian ICT suppliers with an excellent reputation and strong foothold in their market, offering autonomy, a great team culture and excellent earning potential.

BRANCH MANAGER - CONSTRUCTION RECRUITMENT - MELBOURNE

Basic depends on exp + incentives, bonus + relocation + poss. shares

With a thriving Sydney office this company which is focused on 'White Collar Construction Recruitment' is looking to launch a similar operation in Melbourne and therefore looking for a solid manager who still loves being hands-on in all aspects of running an office from sales to man-management. My client is looking for a mix of a down to earth personality, an honest, driven & professional approach as well as a strong business acumen. Experience of the Construction industry is necessary as is the tenacity to manage/develop a start-up operation. Being a UK operation with an Australian presence, interviews can be conducted in the UK.

Contact

For a confidential discussion please contact Elaine Penketh on 01992 643 884 or email your CV to elaine.penketh@mccall.co.uk

CONSULTANTS - Accounting, Banking, FS, Legal, HR, Engineering, Procurement & Supply Chain, Sales & Marketing, IT & Technology

SYDNEY, PERTH, BRISBANE, MELBOURNE

Basic circa \$60k - \$80k + Bonus + Incentives + Relocation etc

This International specialist consultancy has a proven track record within the Australian market for over 20 years. Established business relationships with many leading Australian companies provide their consultants with the best possible opportunities to surpass their personal expectations. This company takes pride in investing in their staff therefore consultants can expect to receive training & mentorship throughout their careers. Aside from a good basic salary, performance-based bonuses and incentives for high-achievers they also offer international secondment and a superb team culture.

NOT LOOKING FOR AUSTRALIA ! ! ! ?

Australia isn't everyone's cup of tea, maybe its too far from the UK or just not different enough. For those of you interested in international relocation there are other choices.

DUBAI - Search/Selection & Contingent consultancies specialising in many sectors including Sales & Marketing, HR, IT, Finance & Banking, Oil & Gas, Construction & Legal recruitment. It's a fabulous Tax Free location that has to be experienced. Many positions inc. Senior Manager to head up new Construction business, good package & exc. opportunity

EUROPE - For those of you fluent in a second language Europe is an ideal location and being close to the UK its a convenient change of scenery. Vacancies in BRUSSELS, DENMARK, FRANCE, GERMANY & HOLLAND for recruiters in FMCG, IT, Finance, Banking & Legal markets.

HONG KONG - HEAD OF BANKING: Are you skilled in Banking Recruitment and adept at man-management, well why not couple those skills into one role & move into to a senior position managing an existing team of successful Finance recruiters in a role that will pay well within a superb international company.

SINGAPORE - A UK based business is opening a new office in Singapore focused on the IT & Finance markets within Investment Banking, Asset Management, Hedge Funds, Consultancies and Software Vendors. They need a Manager & Consultants who understand what is ahead when developing a new business. It's a fantastic location, a thriving market & a region from which you can ripple out into other Far Eastern locations.

McCall International