



FAQ – Frequently Asked Questions.

How much can I earn as a recruitment consultant?

As a recruitment consultant with AUSTRALIAN RECRUITING, you control your own future. You'll have client relationships to manage and your own candidates to interview and place. And, aside from the satisfaction of a job well done, consultancy work can be rewarding – very financially rewarding. A first time consultant with AUSTRALIAN RECRUITING can earn \$70,000 - \$120,000 OTE within one year, whilst more experienced and ambitious consultants earn up to and beyond \$120,000-\$150,000 OTE. In Brisbane, some consultants at the “top end of town” earn certainly well over \$250,000-\$400,000 a year!

It is true that it may take 3-6 months to build up your “desk” to this level, however there are many factors such as your skill level, ability to build relationships and existing networks.

At Australian Recruiting, our consultants earn well over and above what would be considered normal in this industry. We do this to attract the best talent in the industry today. As a Consultant you will have at your disposal systems that are truly top shelf backed up by new technology specifically designed for this industry. Our technology provides for flexibility to work remotely as well as from the office, offering complete work style flexibility.

What will I be doing on a day to day basis?

Recruitment is perfect for people who thrive on the buzz of a sales environment. A typical day could include: interviewing candidates, building relationships, planning advertising projects, headhunting and networking your retail contacts, all of this while still keeping up to date with the recent market news – the list is almost endless. But no matter what we're doing, service quality remains paramount in everything we do. And we'll expect the same from you - whether you're getting to know your candidates, managing projects or advising clients. In a week, you will visit 5 to 7 clients (companies) and sometimes more; Interview 7 to 10 candidates, review many resumes, answering hundreds of emails, take hundreds of phone calls, write several job advertisements for both the internet job boards, and the media such as newspapers. You will conduct reference checks, arrange interviews with candidates at employer companies, give salary and career advice as well as prospecting for new business!



I am used to a wage and am not sure about being paid on a commission.

Most of us grow up under the illusion that we must work for a fixed wage or salary. Certainly its comforting knowing that there is a fixed amount per month coming in, however many people feel restricted when they work hard, or want to work harder but cant, and are unable to increase their earnings. Many people have to wait for annual salary reviews only to be told that there is no review occurring. In addition, employees often feel that they should be remunerated according to the real value they provide to the company, not the value the company assigns to them. In recruitment, you are rewarded for what you do. The more successful you are, the more you earn. Many recruiters earn more than most senior managers of businesses!

The writer of the FAQ's earned twice his annual previous salary in his first year of recruitment.

I don't have any experience in Recruitment Industry...can I still join?

Sure! 50% of the team at Australian Recruiting doesn't have Recruitment Backgrounds. We have teachers, state managers, a nurse, several accountants, people from hospitality and the health industry. We have trades people, miners, and yes we do have psychologists, HR professionals and experienced recruiters in the team.

No-one ever grows up wanting to be a recruiter! People are "tapped on the shoulder" or introduced to the recruitment industry when they least expect it! It often occurs when you are looking to take the next step in your career as you need to feel more fulfilled. The common elements of being a successful recruiter include;

You are a good listener!

You love working with people and enjoy talking!

You are passionate and highly motivated

You thrive on success and want to be rewarded for that success

See solutions, not obstacles in everything you do.

Where do I go from here?

As a consultant at Australian Recruiting you can join one of Queensland's leading recruitment teams. You will be working shoulder to shoulder with the elite of the industry who truly believe success comes from doing things right the first time and providing awesome levels of service to both our clients and candidates.

For more information about becoming a recruitment consultant, email:

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