

What makes a Consultant successful?

Competency	Successful Consultant
DESIRE TO SUCCEED	I believe that running a desk is similar to managing my business and that the rewards are directly linked to the amount of effort I put in.
ENERGY	My sense of urgency means that I can fill jobs more quickly and with a better match than my competitors.
KEEN TO LEARN	I continually observe and learn skills and techniques from other successful consultants.
TIME MANAGEMENT	I work from a daily prioritised "To Do" list which includes action on my top 5 candidates and clients.
SERVICE DELIVERY (CANDIDATES)	I work extra hard for candidates who register with me exclusively. When I meet a quality candidate, I market them to clients before they leave our office.
SERVICE DELIVERY (CLIENTS)	I work extra hard for clients who give me their business exclusively. I always go the 'extra mile'.
DETERMINATION	When I have completed an unsuccessful client call, I will make more calls until I achieve a positive result.
CREDIBILITY	Clients and candidates ask my advice about the market. Clients ask my opinion on which candidates to interview and I just arrange the interviews for them.
WINNER	I work hard to maximise my fees and the fees of Australian Recruiting Pty Ltd.