



Grow with Grow HR! Senior Consultant

Who we are

We love to see people grow! We believe people is the key to success for any business. We believe put the right person on the right place and you get magic. We believe in that you need to fully understand the person, the business and the market to achieve recruitment solutions that leads to high performance. We have the people, the network, the most updated market information and data driven recruitment processes that ensure that we will be able to find top performers for our clients. Our journey started in 2007 and we have since gained hands-on experience within the E-commerce, Consumer, Industrial, Retail, Sourcing, Technology & Telecommunication and Professional Services sector. To find out more about us, please visit www.growhr.com.

Why you will love us

- A truly international, energetic and creative work environment
- Meaningful projects where your ideas are valued, and you can make real business impact and grow
- Uncapped commission
- The opportunity to work with industry leading companies and top talents

As a part of our team, you will receive the opportunity to be part of a rapidly growing and changing HR consultancy firm of the future. We'll give you the freedom to determine your own direction and deliver in your own style. Outperform our expectations and you'll move forward faster than you ever thought possible. Come ready to dream. Come eager to grow.

The adventure ahead

As a Consultant at Grow HR you are on the front lines. You are seen as a representative of the brand and you are the bridge between the client and our team. You turn BD strategies into leads, leads into loyal clients, and client requirements into actionable projects. Other responsibilities include:

- Gather market and trend info and develop that into business development strategies
- Network, participate in events as well as look for new potential online and offline BD channels
- Identify, close and maintain profitable business leads
- Build your network in different industries, while ensuring always having up to date industry knowledge
- Navigate client needs, drive search strategies and execution of recruitment projects
- Maintain positive and productive client relationships
- Coordinate, communicate and ensure good teamwork with the Research team

At Grow HR we believe that the calibre of the people is the key. To fit in our company culture, you need to have a drive for top performance. Furthermore, you like challenges, responsibility and connecting the dots.

Why we will love you

- Excellent spirit as demonstrated by high level of collaboration and a willingness to go the extra mile, supplemented by curiosity, energy, maturity and self-confidence
- Strong influence and communication skills with ability to work with people at all levels within the organization and make an impression
- You are result driven and love connecting the dots to find solutions
- A great customer service focus and a great team player
- Previous working experience in key account management or business development roles
- High integrity, transparency and humility
- Fluency in English (Chinese language skills are a plus)

Got what it takes? Send your resume and tell us why you are interested via career@growhr.com and mark your application with the subject *Grow HR Consultant* **or refer a friend by sending an email with subject "PL" to refer@growhr.com and earn 1000 RMB in cash!**