

Antal International is an award winning Executive Recruitment organization. With teams of recruitment professionals operating in a discipline and sector matrix, unrivalled geographic coverage from its network of over 50 offices in 24 countries and a mix of solution offerings from Retained Search, Search & Selection and Recruitment Process Outsourcing we offer a compelling alternative in the recruitment industry.

In less than 15 years we have built a worldwide recruitment business that is able to offer innovative solutions globally and which is led by some of the best managers and consultants in the industry.

We are currently experiencing strong growth in revenues and a high demand for our services across our global network. To drive even greater success we are now looking to recruit new talent into the Antal International IT/Telecom Team.

For our Czech Office we are currently looking for candidates for the position of:

## IT/Telecom EXECUTIVE RECRUITMENT CONSULTANT

Prague and Warsaw (3-6 months training in Warsaw)

### THE ROLE:

The role is to develop Client relationships through direct sales techniques, screening of candidates and delivery on recruitment assignments.

This will involve:

- cold calling
- interviewing
- negotiating
- marketing

As a member of one of our existing team you will have the freedom to develop business across a portfolio of the companies inside the IT/Telecom sector. You will be responsible for selling and implementing the assignment and chosen fulfillment methodology, from inception to completion, often interacting with internationally based colleagues.

We work in a targeted sales environment, and as such it can be very hectic but also very rewarding.

As any successful recruitment consultant will testify, the role is multifaceted and the best consultants are usually determined individuals who are able to spin more than one plate at a time!

### THE PERSON:

Antal is looking for intelligent, dynamic and sales focused people. The successful candidate will have some exposure to sales (or be interested in a sales career) and be motivated by success and money.

We are seeking talented, young, ambitious people to work with an interesting and varied portfolio.

The successful candidates will have excellent presentation and interpersonal skills and will be results-driven.

For this particular position good command of Czech and English is essential.

In return, you will work in a rewarding, successful and innovative environment where advancement is tangible and expected and in which you will help build your own future and ours as a market-leading business services brand.



ANTAL INTERNATIONAL IT & Telecom  
EXECUTIVE RECRUITMENT  
' A Global Recruitment Solution Applied Locally '

To apply for the above position please send your resume to [mnalazek@antal.com](mailto:mnalazek@antal.com) with the reference number CONSULTANT CZ in the title.



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Aplikacje zawierające CV oraz list motywacyjny proszę przesyłać na adres mailowy: [RSzczepaniak@antal.com](mailto:RSzczepaniak@antal.com) z nazwą stanowiska w tytule.

Dla naszego klienta, będącego dostawcą kompleksowych rozwiązań informatycznych dla dowolnego rodzaju przedsiębiorstw i organizacji, cieszącego się pozycją lidera w dziedzinie oprogramowania do zarządzania informacją, obsługującego na świecie blisko 300 tys. klientów, ponad 90 firm z listy Fortune 100, poszukujemy kandydatów na stanowisko:

## Konsultant Wdrożeniowy CRM (Siebel)

Warszawa  
RS/CRM/12

### WYMAGANIA:

- 2 lata doświadczenia we wdrożeniach systemów CRM
- dobra znajomość branży IT lub rynku CRM w Polsce
- doskonała znajomość Siebel CRM - mile widziane certyfikaty producenta
- umiejętność proponowania właściwych rozwiązań organizacyjnych i technicznych dla zidentyfikowanych celów biznesowych
- umiejętność trafnej estymacji czasu i zasobów potrzebnych do wdrożenia CRM
- znajomość, co najmniej jednej metodologii wdrożeniowej
- dobra znajomość j. angielskiego
- mile widziane doświadczenie w pracy w agencji doradztwa personalnego

### OFERUJEMY:

- konkurencyjne wynagrodzenie
- pełnoetatowe zatrudnienie (umowa o pracę) lub kontrakt
- profesjonalne szkolenia podnoszących kwalifikacje zawodowe
- szybkie możliwości awansu i kariery w strukturach firmy
- możliwość uczestniczenia w wielu innowacyjnych projektach
- młode, stymulujące i międzynarodowe środowisko pracy
- doskonałe warunki pracy w rozwijającej się, stabilnej firmie