

InterGrad are specialists in European and UK graduate recruitment, based in Warwickshire, England. We place European and British Graduates in UK companies. Please note that this is a FREE SERVICE to graduates and universities. For more information about all our job opportunities, please visit our web site at: www.intergrad.co.uk

IT

Graduate Job

Reference:	GPKV 1 - 136
Job Title:	Graphic and Product Designer
Company Description:	Property Developers
Location:	Central London
Start Date:	ASAP

Job Description:

This is an excellent opportunity to gain excellent experience within successful Property Development Business with offices all across the world. The position of graphic and product designer is to produce all the supporting materials required for all our projects worldwide. This includes several hospitality projects in Europe and Asia. The job is extensive and requires someone with good planning and organisational skills in order to focus clearly on several projects at the same time. The job is challenging and there is time pressure that requires very quick turnaround. This position reports to the principals and there is a strong vision of what each project should look like. Branding exercises have been completed but the graphic and product designer will be expected to work under the direction of the principals and be able to have the confidence to offer suggestions and creative input. A high quality of work is expected and we do expect this person to be involved in and enthusiastic about the profession to research and follow trends plus keep up to date on materials available.

The entire spectrum of the job will involve coffee table books, website designs where necessary, printed materials, forms and manuals as well as photography and other product designs (bathrobes, table linens, etc.). The job is for at least one year and all possibilities to be a long term position and pays £1800 per month with accommodation (and some meals) provided when not working in the London office. There could be extensive travel involved.

Essential requirements:

- Fluent spoken and written English
- Extensive knowledge and some experience in graphic design
- Excellent communication skills
- Ability to work efficiently alone and as part of a team
- Friendly personality

Desirable attributes:

- Any previous experience in a similar role or environment would be preferred

Remuneration details:

- Salary £20,000 - £22,000 per year (before tax)

More details: <http://www.intergrad.co.uk/ops/job.php?id=736&job=Graphic-and-Product-Designer>

HUMAN RESOURCES/ RECRUITMENT

Graduate Job

Reference:	GVHS 1 - 97
Job Title:	Trainee Recruitment Consultant
Company Description:	International Recruitment
Location:	London
Start Date:	ASAP

Key Requirements:

- Resourcing/delivery on various roles
- Lead generation
- Updating CRM system
- Going to meetings (accompanied by senior staff)

Essential requirements:

- High achievers - graduates that strive for excellence in everything they do
- Fantastic communicators - this is a fast paces sales job and you'll need to be able to form strong relationships
- Extremely competitive - the ability to outperform your competitors and peers is crucial
- Driven & proactive - display the ability to go the extra mile and never give up
- Must be well presented, independent, motivated people that want to develop a career

Desirable attributes:

- Any middle eastern/ European/ Americans
- Any multi language speakers
- Any previous experience in sales/ telesales/ recruitment

Remuneration details:

- Basic annual salary £18,000

More details: <http://www.intergrad.co.uk/ops/job.php?id=730&job=Trainee-Recruitment-Consultant>

Graduate Job

Reference:	GNGF 2 - 127
Job Title:	Trainee Recruitment Consultant - Nordic, German, Dutch or French speaking
Company Description:	International Recruitment Consultancy
Location:	Newcastle
Start Date:	ASAP

Job Description:

In this role you will be responsible for the full 360 life cycle development, growth & management of long term client and candidate relationships in the market that you are assigned to and in order to succeed you will be given full industry leading training in all aspects of sales, recruitment & head-hunting in a first class career development plan which also includes an advanced sales course within our internal training academy. This role is office based in Newcastle and you will be dealing with candidates and clients by telephone with longer term opportunities to meet with clients that you develop a working relationship with. The role will include selling on different levels and in different forms from client cold calling, qualifying candidates & selling them opportunities, advertising, marketing, database growth & development. This is a unique opportunity for the right person to build a long term lucrative career where you will be given the chance to flourish both professionally and financially as should you join the company you will be rewarded with a highly competitive salary package with a well-structured & incentivised uncapped bonus scheme and first class career development plan.

Essential requirements:

- You **MUST** be fluent in a Nordic language (Norwegian, Swedish, Danish or Finnish) or fluent in French, Dutch or German
- Very hard working, extremely self-motivated & highly driven individuals
- Graduate calibre individuals, though degree level education is not essential
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills
- You will ideally have at least 6 months Sales, Business Development, Outbound Telesales or Business-to-Business or Account Management experience but this is not essential as long as you have the desire to thrive & succeed in a competitive sales environment - we are looking for both entry-level and/or experienced professionals
- Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment

Desirable attributes:

- Previous head-hunting / recruitment experience would be an advantage but certainly not essential

Remuneration details:

- The package will include a base salary of between £16-22k per year depending upon experience and as already stated above, your realistic 1st year total earnings including bonuses are between £30-50k, you have the potential to make double of this figure in only your 2nd year with us and you should be earning £100k in year 3. It is entirely up to you how much you earn and how far you go - your destiny is in your own hands.

More details: <http://www.intergrad.co.uk/ops/job.php?id=734&job=Trainee-Recruitment-Consultant---Nordic,-German,-Dutch-or-French-speaking>

Graduate Job

Reference:	GJAM 1 - 137
Job Title:	Executive Search Recruitment Consultant
Company Description:	Recruitment Consultant
Location:	Manchester
Start Date:	ASAP

Job Description:

- Identifying potential leads, working on specific markets and developing a go-to-market strategy
- Identifying and following business leads
- Dealing with speculative calls, from both candidates and clients
- Taking detailed and comprehensive job specifications, identifying requirements and providing client feedback
- Managing accounts and ensuring that colleagues are kept up to date with live vacancies
- Negotiating fees and rebates that are in line with company policy
- Writing proposals and tenders, and issuing these to clients alongside our Standard Terms of Business
- Writing the job spec up, alongside the advert and other internal admin that may be required
- Setting up and visiting both new and existing clients, on both a retained and contingent basis
- Up-selling and cross-selling to ensure that all relevant vacancies are issued to the company
- Meet sales/gross profit targets in line with ramp-up and ongoing targets.
- Generate new candidates, with use of LinkedIn, ad response, our extensive database and access to job boards (both active and passive candidates)
- Market map potential targets, via research and headhunting candidates
- Short-listing CVs in line with the vacancy requirements, ensuring that candidates match the criteria
- Pre-screening and qualifying relevance of potential candidates
- Taking candidates through the registration process, interviewing them, controlling them and managing expectations
- Matching the candidate background to existing vacancies and potential one-off calls
- Provide information to candidates on clients and job specifications for permanent jobs

Essential requirements:

- Fluent in English and either French, German, Dutch or Swedish
- Commutable to Manchester on a daily basis
- High calibre individual
- Excellent level of written and verbal English
- Resilience, energy, proactive, organised
- IT literate

Desirable attributes:

- Experience of working within the IT, sales or marketing recruitment market
- Sold to and worked with retained clients (training will be provided as well)
- Degree educated

Salary details:

- £18k-£25k base, Double OTE, plus incentives, 20 days holiday (raising to a maximum of 30 days)

More details: <http://www.intergrad.co.uk/ops/job.php?id=737&job=Executive-Search-Recruitment-Consultant>

Graduate Job

Reference:	GNGF 3 - 128
Job Title:	Trainee Recruitment Consultant - German, Dutch or French speaking
Company Description:	International Recruitment Consultancy
Location:	London
Start Date:	ASAP

Job Description:

In this role you will be responsible for the full 360 life cycle development, growth & management of long term client and candidate relationships in the market that you are assigned to and in order to succeed you will be given full industry leading training in all aspects of sales, recruitment & head-hunting in a first class career development plan which also includes an advanced sales course within our internal training academy. This role is office based in London and you will be dealing with candidates and clients by telephone with longer term opportunities to meet with clients that you develop a working relationship with. The role will include selling on different levels and in different forms from client cold calling, qualifying candidates & selling them opportunities, advertising, marketing, database growth & development. This is a unique opportunity for the right person to build a long term lucrative career where you will be given the chance to flourish both professionally and financially as should you join the company you will be rewarded with a highly competitive salary package with a well-structured & incentivised uncapped bonus scheme and first class career development plan.

Essential requirements:

- You MUST be fluent in French, Dutch or German
- Very hard working, extremely self-motivated & highly driven individuals
- Graduate calibre individuals, though degree level education is not essential
- You should definitely be of a positive, dynamic, confident, optimistic & enthusiastic nature with excellent communication skills
- You will ideally have at least 6 months Sales, Business Development, Outbound Telesales or Business-to-Business or Account Management experience but this is not essential as long as you have the desire to thrive & succeed in a competitive sales environment - we are looking for both entry-level and/or experienced professionals
- Most importantly however, you should have a genuine passion to work in a fast paced & target driven sales environment

Desirable attributes:

- Previous head-hunting / recruitment experience would be an advantage but certainly not essential

Remuneration details:

- The package will include a base salary of between £17-24k per year depending upon experience and as already stated above, your realistic 1st year total earnings including bonuses are between £30-50k, you have the potential to make double of this figure in only your 2nd year with us and you should be earning £100k in year 3. It is entirely up to you how much you earn and how far you go - your destiny is in your own hands.

More details: <http://www.intergrad.co.uk/ops/job.php?id=735&job=Trainee-Recruitment-Consultant--German,-Dutch-or-French-speaking>

MARKETING / SALES
Graduate Job

Reference:	GVIT 2 - 90
Job Title:	Internal Drywall Sales Executive
Company Description:	Distributor of Drywall and Building materials
Location:	Hertfordshire
Start Date:	ASAP

Job Description:

Due to their on-going success and expansion, we have a fantastic opportunity for an Internal Sales Negotiator to develop sales and growth by selling a variety of drywall products to an existing and new customer base. Dealing extensively with customers to identify their needs to maximise sales opportunities. You will be handling all customer enquiries, qualifying the leads, organising detailed quotations, demonstrations, product information and recording the sales leads.

Key responsibilities will include:

- Delivery of consistently excellent customer service
- Advising customers of great offers and delivery options to maximise sales
- Utilising stock and processes
- Build and maintain a rapport with customers, up selling to achieve maximum sales
- Working as part of a team achieve sales targets

Essential requirements:

- The ideal candidate would have previously worked in a busy sales office environment for at least 2 years
- Experience of selling building materials (Drywall) to builders, contractors and developers within the building supplies sector
- Full training will be given however a good understanding on the local construction market place with the ability to build and develop strong lasting relationships with their customers

Desirable attributes:

- Experience in a similar business would be an advantage

Remuneration details:

- £18,000 per annum + bonus

More details: <http://www.intergrad.co.uk/ops/job.php?id=727&job=Internal-Drywall-Sales-Executive>

Graduate Job

Reference:	GVIT 1 - 89
Job Title:	External Drywall Sales Representative
Company Description:	Distributor of Drywall and Building materials
Location:	Hertfordshire
Start Date:	ASAP

Job Description:

- Maintain existing and continue development of the computerised customer and prospect database.
- Plan and carry out direct marketing activities (principally direct mail) to agreed budgets, sales volumes, values, product mix and timescales.
- Develop ideas and create offers for direct mail and marketing to major accounts by main market sector and the clients Drywall products.
- Be re-active by following up sales enquiries by mail, telephone, and personal visits (lunches, dinner and corporate events).
- Maintain and develop existing and new customers through planned individual account support, and liaison with internal order-processing staff.
- Monitor and report on sales activities and provide relevant information to management in a timely manner
- Maintain and report on software (in-house system –intact) suitability for sales reporting purposes.
- Attend and host networking events with industry to capitalise on business and organisational opportunities.
- Attend training and to develop relevant knowledge and skills.

Essential requirements:

- You must have previous experience in selling drywall products , and a excellent product knowledge and commercial awareness within this industry
- You will be ambitious, with the determination to generate business and achieve targets, self-motivated and goal orientated with the ability to work under pressure
- You will be able develop your business in line with company objectives - growing profitably and managing sales resources to provide the best return, embracing the current sales process to improve performance indicators and achieve expected results
- You will have the ability manage the development of key accounts and major projects within your division developing a partnership approach to customer old and new.

Desirable attributes:

- Experience in a similar business would be an advantage

Remuneration details:

- £30,000 -£35,000 + £47,000 OTE, Company Car/ Allowance, Mobile Phone, Tablet

More details: <http://www.intergrad.co.uk/ops/job.php?id=726&job=External-Drywall-Sales-Representative>