

# The Consultative Recruiter The Key To Faster Fills More Candidates Happier Hiring Managers

## [Book] The Consultative Recruiter The Key To Faster Fills More Candidates Happier Hiring Managers

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### [The Consultative Recruiter The Key](#)

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**By Ross Rich, Managing Principal, Selection Strategies, Inc.**

narrow our focus to the key elements of the Abilities dimension The Abilities dimension of the HR Organization Recruiter Alignment Business Units consultative ability and tend to view recruiting purely as a numbers game - the “throw it against the wall and see what sticks” approach This is the kind of recruiter who is always

#### **Introduction and Overview of Personal Selling**

consultative selling Many of NCC’s key competitors used the same approaches However will be an experienced recruiter who had sales experience before moving into recruiting The two of you should seek out opportunities as guest speakers for classes and student

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