

Recruitment Consultant – M&E
Exeter
£DOE + uncapped Commission

Lewis Davey specialise in recruiting talented people and providing market intelligence & business development services currently across the Town Planning, Cleantech, Sustainability, Environmental and Smart Cities industries. We are a growing, social business with offices in Exeter and Bournemouth.

We are currently looking for an articulate, driven and tenacious individual who can help us to drive forward and deliver on new business within the M&E and Sustainable Design industries.

You will be given the freedom and support to develop your desk broadly around this market. We are already delivering work around sustainability for numerous M&E bias consultancies and contractors so we would envisage you will be able to pick up on warm client relationships and upsell M&E bias candidates and win new business from existing relationships.

Your geographical remit will not be limited to one area and you will have the opportunity to take ownership of this market vertical, being supported to grow and develop a team on the back of your success.

In addition to promoting and delivering M&E into our existing client base, you will also be expected to hunt down new business across areas including M&E, BREEAM, Thermal Modelling (IES, TAS, SBEM) and we expect this to be largely with M&E consultancies and main contractors.

Predominately your focus will be on permanent recruitment but we also have complimentary interim offering and a market intelligence service.

This is essentially a Sales/Business Development role but you will also need excellent time management, research and project management skills. You will be given support and training but it's imperative you can operate autonomously, manage your own time and are happy working in a targeted and sales focused environment. Whilst we are looking for people who benefit from good "sales" characteristics such as hunger, persistence and strong work ethic, the sales process is very consultative and, as a business, we place a great deal of emphasis on operating ethically and building long term value-added relationships with our clients and candidates.

You'll probably be an extrovert - lively and energetic and spurred on to make your mark on the industry as a subject expert. You will enjoy communicating with a wide range of people and be comfortable networking. You won't be deterred by the idea of calling up total strangers, getting knocked back but ultimately dusting yourself off and winning their hearts and minds. You will ideally be passionate about the M&E and Sustainable Design industry and will have some prior experience of working in a telephone-based sales role and working to KPI's and hitting targets.

You will be working in a small team alongside one of our Directors and will have some support from a team researcher focused on helping to deliver the work you win.

Our Exeter office is based on Southernhay, close to the Cathedral green and local amenities. We have a strong work ethic and you will undoubtedly need to make and take calls outside of typical working hours but we also offer some flexibility in working arrangements and reward success through uncapped commission and various other incentives and benefits.

Lewis Davey is an entrepreneurially minded and growing company. We are looking for someone who sees the opportunity of joining a relatively new company and growing with us. We're not your typical recruitment consultancy and you will find yourself working in an intelligent and creative environment where you are empowered to develop your desk.