

***Senior Associate/Principal
Fast-Growth Retained Executive Search Firm***

New Jersey Location

Seeking a Rewarding Career as a Strategic Consultant???

Our newly designed headquarters office located in the center of historic, colonial Morristown, New Jersey offers a superb environment to deliver outstanding service in retained executive search and human capital consulting that exceeds client expectations. Epsen Fuller & Associates www.epsenfuller.com, is the US Partner of IMD International Search & Consulting, the world's 9th largest executive search and consulting firm, with 150 consultants and 40 offices around the world.

Reporting to the Client Partner, this individual will direct and execute the full scope of the search cycle from initial project kick-off and planning through candidate on-boarding. The successful individual will be fully involved in the execution of executive search and recruiting, including working strategically in a client-facing, consultative role as well as complete candidate development, recruiting, interviewing, influencing and counseling; responsibilities also entail creating and presenting candidate slates and extensive report writing, thorough reference checking, and maintaining strong candidate relationships.

Background and expertise should include:

- ➔ Minimum 5+ years experience as a senior recruiting associate in executive search or a lead role in a pro-active corporate recruiting and staffing organization preferably including expertise in a core industry germane to our business sectors and flexibility to work in multiple industries;
- ➔ Demonstrated expertise in the execution of the full search life-cycle to include target company research, creative candidate sourcing, name generation and identification, followed by recruitment, assessment and presentation of candidates to clients, and background/reference checking;
- ➔ Competent in establishing fruitful relationships and a history of success cultivating candidates; Proven ability to understand the relationships between the various organizational components and players in sophisticated corporate organizations; Excellent personal presentation with a comfort and competence with client contact;
- ➔ Articulate, well-read and possessing superior oral and written communications and effective interviewing strategies for evaluating candidate credentials and creating trust, as well as telephone presentation skills with proven ability to creatively obtain information and to influence decision making;
- ➔ A quick learner who is able to grasp concepts quickly, manage a demanding search load, balance multiple tasks and switch gears while maintaining priorities; Outstanding organizational and project management skills; Outgoing and assertive with a sales-type personality; Proactive, self-motivated and detail-oriented while not losing track of the big picture; Exhibits pride in their work; Superior work ethic; Personal maturity and good judgment are essential;
- ➔ Truly enjoys delivering value in a rapidly changing and often demanding work environment where teamwork and a partnership spirit are required and where a premium is placed on both the creative vision and its flawless execution.
- ➔ Competent using technology, including relational databases and contact management applications, proficient w/ all MS Office Applications;
- ➔ Bachelor's Degree, with a strong preference for higher education and/or additional career related credentials; multilingual proficiency considered a plus.

Contact : Allison Foullois at allison@epsenfuller.com