

Correct Careers Coaching - Recruitment Trainer Partner

***Need support with: Sales & Marketing Strategy, Terms, Pitching, KPI's, Client & Candidate pipeline, Headhunting, Recruitment Tools & Techniques?**

Jamie Martin BSc (Hons), PGCert is a successful Recruitment Sales Trainer already provided sales training & strategy to 7 different recruitment agencies in UK.

From 14+ years' working within the corporate sales, marketing and 6 years within the recruitment/headhunting world for a £1 billion+ global recruitment company (Reed).

Jamie has recruited all levels of permanent and temporary positions for both Sales and Finance roles (including COO and Sales Director) on a national basis, ranging from junior to C-level within SME to blue-chip companies.

Successfully placing roles across 30 different industry sectors including Technology, Media/Publishing, Business/Professional Services, Engineering, Manufacturing, FMCG etc.

Jamie set up a new sales team and branch from start-up, achieving budget by 331% within our 1st quarter.



Achievements include:

- Total promotions = **5** within the same company (Reed) within **5.10** years (**2013-2019**)
- My Total sales at Reed = **£740,000 approx.** (over **60** placements within different industries: permanent and temporary at all levels)
- From creating a sales team and new branch from scratch; in **Q1 (2018-2019)** my team's best ever was **331%** above budget.
- **2015-2016**, my Sales branch was **1st** for contribution growth (**145%** up) and won a branch award

- I won the top newcomer award (**2013-2014**) in my first year, & **2nd** best newcomer in UK
- As team manager, I trained / coached a new starter to bill over **£10,000** within their **5th** week, as well as training a new starter billing within their first **2 weeks** and achieving **Senior then Executive status promotion**
- Division Records = highest period revenue secured for Reed Sales = **£46,000+**
- Division Records = **3-day** C-level Perm offer: Reed Sales & **24-hour** placement
- Placing **COO and Sales Director** for same company
- Recruited for an international role (Germany); also **6th** candidate placed within the same company
- I increased the temporary revenue figures in 2013-2014 by **381%** with a variance of **£42,000+**
- Placed Business Development Manager & secured an offer for Regional Sales Director role for **£10 million+** turnover company.
- Recruited for a **€2billion** turnover global company and **FTSE 250** company.

Jamie Martin BSc (Hons), PGCert

Modern Sales Trainer & Strategist | Career Coach
Managing Director & Founder

Correct Careers Coaching

Sales Training & Strategy to Transform Businesses
Modern Employee Retention Solutions

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