



Talent Calling: Candidate Cold-Calling Competencies for Recruiters

By Robert Paul Hart

First Edition Design eBook Publishing, United States, 2014. Paperback. Book Condition: New. 224 x 150 mm. Language: English . Brand New Book ***** Print on Demand *****. Talent Calling is the indispensable sales book for recruiters. In this book, I discuss the secrets of calling candidates to establish meetings. You will discover ten steps which comprise effective candidate cold-calling. Traditional sales and whole brain thinking techniques are demonstrated in order to easily overcome candidate objections. In Talent Calling, you re empowered with powerful scripts, techniques, candidate value statements, and strategies for circumventing gatekeepers, and much more. With the Talent Calling methodology, you transform cold calls into warm calls. And you secure access to top talent faster than you thought possible. author bio: Before transitioning into the executive search industry, Robert Hart was a secondary history teacher in Guam, USA. In 2005, Robert began his career as a headhunter with a boutique firm in Tokyo, Japan. With almost nine years of recruiting experience in both Tokyo and Hong Kong, Robert has completed talent engagements for CEOs, CFOs, Managing Directors, and Directors in various industries. In 2008, Robert joined Korn/Ferry International-futurestep. During his tenure with Korn/Ferry International, he originated new retained search...



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