3893 6498 Lead Recruiter / Sales Expert (Contracting, nicht HR!) ( ... welcome to op  
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▶ Start today or only in six months. Your job - your future  
▶ Digital first / remote - Your place of residence is not important and can be anywhere in Germany.  
▶ New Work - Holacracy instead of rigid structures  
▶ Kununu also awarded us the "Top Company Seal" in 2022 and we are now among the 5 percent of the most popular companies on kununu.  
  
  
Our vision: Nobody should despair anymore because of bad, digital processes!  
  
  
We are the objective partner AG and our core competence lies in the realization of digital transformation projects.  
We want to understand our customers, create trust, create sustainable benefits and build a long-term relationship.  
Our aim is to offer employees the framework in which they can develop creatively, freely and independently. With a lot of passion and high quality standards, objective partner is developing into one of the most innovative companies in Germany. We are proud that we have created an agile company where every team member counts, owns responsibility, makes decisions and learns from mistakes.  
  
  
Culture &amp; Benefits at objective partner:- Home office, 100% digital onboarding, flexible working hours, working hours based on trust, work-life balance  
- Agile and appreciative organization, startup mentality, flat hierarchies  
- Community, mentoring/buddy roles, knowledge sharing, development path  
- You culture, open &amp; Honest communication, error culture, self-organization  
- Company car, job bike, exercise offers, pension scheme, wellbeing package voiio  
- Gifts for anniversaries and special events, team events  
- Laptop, smartphone also for private use  
- Holacracy instead of rigid structures  
  
  
  
  
Your tasks as Lead Recruiter / Sales Expert:  
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 - You are responsible for the continuous expansion of our "Expert Placement" business area, which involves staffing IT projects with our own employees or IT freelancers on the basis of service contracts (no ANÜ, no perm).  
- You work operationally with your team on staffing IT projects and provide support where necessary, such as active sourcing of software developers, profile transfer, data collection and contract negotiations.  
- You control your team, work out new recruiting strategies, routinely handle inquiries from our customers and partners and work closely with sales and key accounts.  
- You are actively involved in sales yourself and build up strong partnerships and a network of experts. You use our extensive internal database and social networks.  
- You work independently, make decisions for the entire business area and are therefore responsible for its success.  
- In the lead function you are the idea generator, visionary, motivator and work with your team on agreed OKRs.  
- Home office or on site in Weinheim - choose where you prefer to work.  
- Look forward to a holocratic form of organization that enables you to contribute your ideas, take responsibility and help shape the company.  
  
  
  
  
What do you bring with you:  
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 - You have a university degree or a comparable qualification and already have relevant professional experience in sales, key accounts and ideally in recruiting. The IT background is decisive.  
- You like to organize your everyday work through goals and OKRs and can say that success in a team spurs you on.  
- You are looking forward to building further structures and taking on responsibility in our responsive organization.  
- Thanks to your open and interested nature, you can network quickly and see yourself as important Recruiter None 2023-03-07 15:58:32.130000