



### About the Firm:

Native is a premier Executive Search firm founded in 2007 by professionals from global investment banks.

The firm has established itself as the No 1 search firm in India that focuses on Banking and Financial Markets, having placed over 1200+ mid to CXO level talent in India and Asia. We work with the world's largest Financial Institutions and banks, the new-age Fin-Tech start-ups and the most eminent buy-side Asset Management & Private Equity funds in India. All our client consultants come from business and industry backgrounds with specialization in their respective fields.

### What we deliver to our clients?

- Talent Solutions from mid to CXO levels
- HR Consulting Assignments
- Business Build-outs and Advisory
- Business Structuring and benchmarking v/s peers
- Talent Re-tooling
- Outplacement services - Compensation Benchmarking

### What are we looking for?

As we are foraying into newer areas in both the BFSI as well as Corporate Segments, we are looking to expand our team to support us in being the Number 1 partner of choice across all verticals in India for hiring requirements.

### What will the candidate be responsible for?

1. Actively research the designated industry (i.e. industry dynamics, key players within the industry, organizational structures, key people, departments & functions in each firm, latest trends etc)
2. Build mappings (candidate database) within the designated industry.
3. Build the candidate database through headhunting, cold-calling and public domain sources
4. Regularly meet professionals from the industry to further understand industry dynamics and evaluate the candidate in the process.
5. Monitor and ensure updation of the database through people movement & general industry tracking
6. Assist the practice leads in any recruitment related activities and on mandate execution.
7. Working independently on assignments which would include creating search engagement Strategies, screening candidate profiles, liaising with clients etc

### Who is the right Candidate for the job?

1. Graduate degree from a reputed college
2. Highly Polished & articulate communication is a must for this role.
3. Ability to comprehend and constantly build knowledge base
4. Ability to work independently & handle extensive research oriented projects

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5. Hardworking, process orientated and ability to work under pressure & handle deadlines.
6. Ability to prioritize, multi-task and handle multiple variables, stakeholders & targets is a must for this role.
7. Strong team player & avid learner
8. Someone who is not afraid to step or immerse themselves into the unknown.
9. A self-starter who can thrive without constant supervision and direction and think on their feet.
10. An eye for detail and the passion for a service-oriented business.

**Designation –** Associate

**Location:** Mumbai

**Fixed CTC –** INR 5 lacs pa