

MOST PLACEABLE CANDIDATE SCRIPT #2

Introduction: *“Good morning (name), it’s (name/firm). I’m a specialist recruiter within the (FILL) arena, who partners with organizations like yours to identify and recruit key talent. I recently recruited a (title) with a unique and highly qualified track record in the industry and together we have short listed a couple of organizations that he would like to target. The reason we wanted to reach out to you specifically was because he knows of your history in the area, reputation for quality projects, and the (insert other information you know about the organization).”*

Body: *“(First name of candidate) has spent the last (# of) years at a local (type of) organization that you are very familiar with. He primarily focuses on new business development with (types of clients) and has landed (# of) accounts in the last 6 months totaling over (\$) in new revenue for the company. He is responsible for a team of (# of) individuals and has groomed (# of) younger associates over the last couple years to run groups of their own. I reached out to one of the individuals he mentored who shared with me that (first name) is the reason that employee retention in that organization has increased significantly. Recently, his office went through reorganization, and he is not feeling comfortable with the new direction of the department. What this means to you is that he can make an immediate impact on your organization as he brings not only best practices from the industry but also outside-the-box thinking to assist with the variety of challenges your branches face on a daily/monthly/yearly basis.*

I understand that your organization may have concerns about the current financial market situation; but I also know that to maintain a dominant market share and retain top clients, critical positions must be filled.”

Close: *“How would you see someone of this caliber fitting into your organization?”*