

WHAT TO KNOW WHEN WORKING WITH A STAFFING FIRM

Jill Bragg

Vice President – Temporary Division
The Execu|Search Group

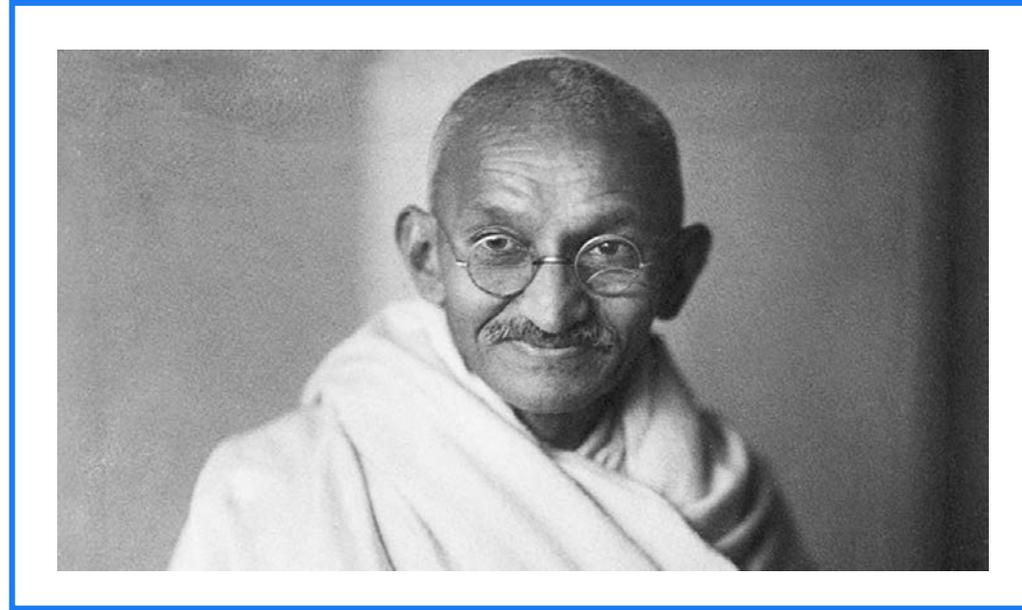
Amanda Campbell

Vice President – Healthcare
The Execu|Search Group



OPENING QUOTE

“The future depends on what you do today.” – Mahatma Gandhi



CHECK-IN QUESTION

How are you coming to today's session and how can I support you during this time we have together?

LAND ACKNOWLEDGEMENT

We are gathering on the occupied land of the Lenape, Rockaway and Canarsie people. Join me in acknowledging the Lenape, Rockaway and Canarsie community and elders, who stewarded this land – past, present and future.

We also acknowledge and lament the history of genocide and displacement of their territory which was rooted in colonization and white supremacy.

Agenda

- Introductions
- Who is The Execu|Search Group?
- Why work with a staffing firm?
- 5 ways to be a candidate recruiters want to work with
- Maximizing the use of LinkedIn
- Q&A session



INTRODUCTIONS



Jill Bragg

As a Vice President of Business Relations with The Execu|Search Group's Temporary Division, Jill is responsible for developing and managing the firm's major accounts in temporary staffing. She works directly with clients across many practice areas in providing them with Office Support, Healthcare, Accounting, Technology, and Human Resources professionals, and also serves as a mentor and consultant for the firm's sales teams in their efforts to expand client relationships.

Jill has been with The Execu|Search Group since 2005, and ascended to her current leadership role after quickly showing her commitment to client relations and business development. In addition to building a diverse portfolio of clients, she helped create the firm's social services line of business.



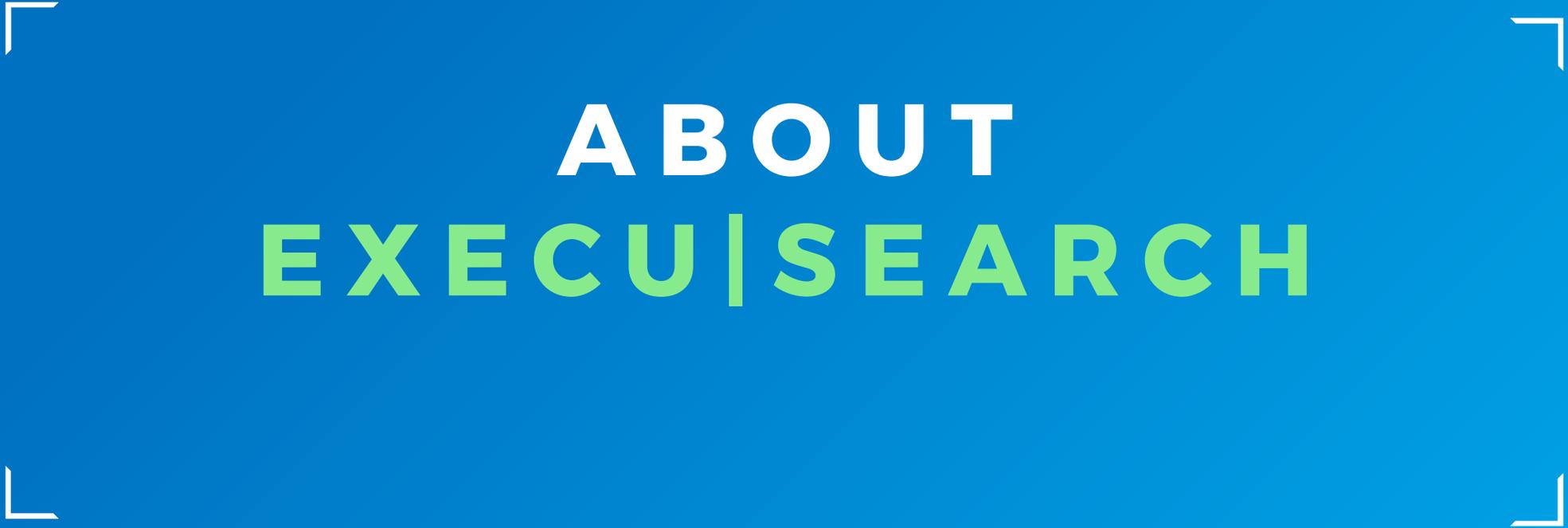
Amanda Campbell

As a Vice President within The Execu|Search Group's Temporary Healthcare division, Amanda has become a vital member of one of our firm's fastest growing divisions. Prior to joining The Execu|Search Group in 2006, Amanda worked within the Retained Search space.

Over the years, Amanda has placed diverse professionals in multiple industries and divisions, and has taken her knowledge gained from past experience and applied it to her current business development leadership role. Amanda transitioned her background in recruitment to focus on business development and operations for the firm, all while continuing to serve top tier acute care facilities, home care, managed care and more. She also leads initiatives with internal training and development.

Amanda takes pride in her ability to provide clients with the exact talent they're looking for. "When we send staff to our clients, I always want to make sure that we are sending the highest quality professionals. The same theory applies on the business development side. I am constantly seeking great clients to provide our consultants with top tier career opportunities."

In 2012, Amanda was asked to join the Board of Directors for Women in Health Management. She is also an active member in ACHE'S Health Care Leaders of New York, Association of Health Care Human Resources Administrators (AHHRA), Greater New York Association of HealthCare Recruiters (GNYAHR), and the Society of Human Resources Management (SHRM). Amanda also recently received her Senior Professional in Human Resources (SPHR) certification through the HR Certification Institute.



ABOUT
EXECU|SEARCH

WHO WE ARE

34+

years building successful relationships

260+

Execu|Search employees

35,000+

companies we've found talent for

100,000+

open jobs we've filled

OUR MISSION + CORE VALUES

To make the best possible match between people and companies, building lasting relationships on our foundational belief that people are what move companies forward.



transparency



accountability



responsiveness



entrepreneurship



**WHY WORK WITH
A STAFFING FIRM**

WHY WORK WITH A STAFFING FIRM?

CAREER GUIDANCE:

When you work with us as a job seeker, your recruiter will do more than just find you a job...

Your recruiter will become your own personal advocate that will:



Help you update your resume



Provide interview guidance



Place you in a role that's the right fit for you



Ensure you receive competitive pay

When you land your assignment, your recruiter will:



Check in on you



Keep you informed of firm updates



Be available to answer your questions



Proactively make connections for you

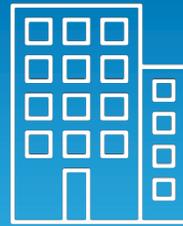
WHY WORK WITH A STAFFING FIRM? (cont'd)

INDUSTRY EXPERTISE:

Whether you're transitioning into a new career or you're an experienced veteran in your field, you're in good hands. We give you a competitive edge because we:



Are industry
specialists



Have relationships with
top employers



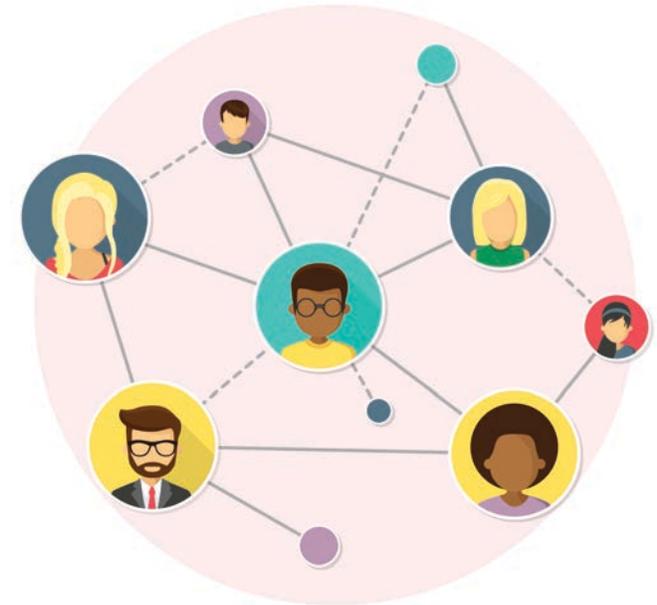
Have unique insight
into market trends



**HOW TO BE A CANDIDATE
RECRUITERS WANT TO
WORK WITH**

5 WAYS TO BE A CANDIDATE RECRUITERS WANT TO WORK WITH

1. Be a responsive communicator
2. Be honest and transparent
3. Be sure to follow instructions thoroughly
4. Be sure to have a strong online presence
5. Be enthusiastic





MAXIMIZING THE USE OF LINKEDIN

MAXIMIZING THE USE OF LINKEDIN



- 1.** LinkedIn is your brand – make a strong first impression!
- 2.** Go beyond the resume
- 3.** Make it a habit!

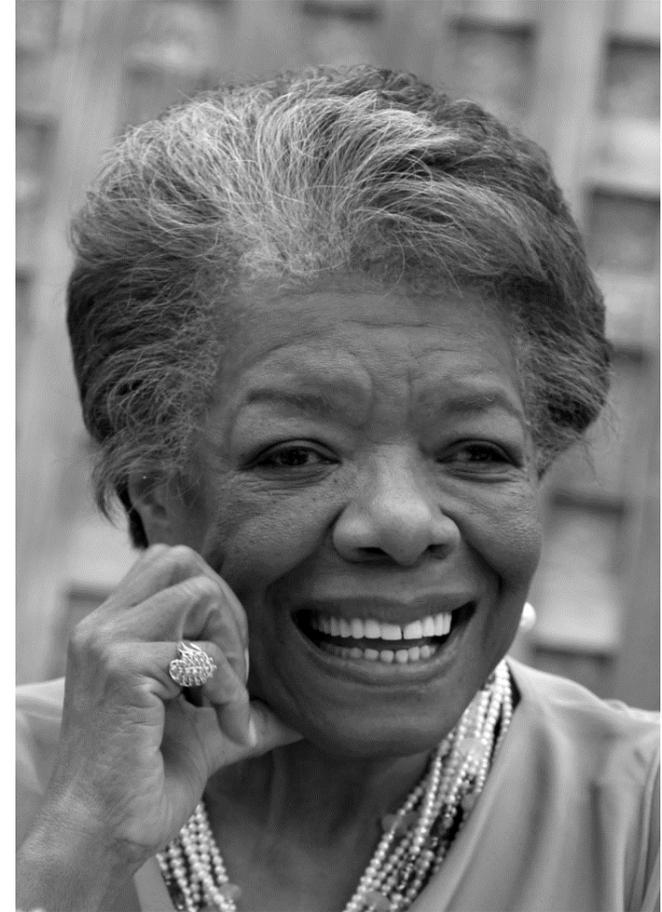
CHECK-OUT QUESTION

How are you leaving today's info session?

CLOSING QUOTE

“I’ve learned that no matter what happens,
or how bad it seems today, life does go on,
and it will be better tomorrow.”

– Maya Angelou





Q&A
SESSION



Thank you!

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