



kaizen

executive

Recruitment Solutions
Consulting Services

Recruitment Solutions



Kaizen Executive provides high quality recruitment solutions that are tailored to suit the needs of individuals and corporations alike. We pride ourselves on delivering on our promises and keeping things simple.

Executive Search

Operating in the highly competitive recruitment solutions environment, Kaizen Executive continues to succeed in building a strong client base by focusing on the needs of its clients and candidates today and into the future. At Kaizen Executive, we are committed to ensuring that every critical appointment is made by targeting specific individuals with the specialist skills and capabilities that are required to bring excellence and success to the position. Confidentiality and discretion are the main characteristics of all appointments.

Executive Selection

The quality and the performance of your staff are significant factors in the success of any business. The selection and appointment of key people must always be given the highest priority. At Kaizen Executive, our methodology is simple but thorough: a detailed assignment specification, followed by position research, advertisement placement and screening. This is then followed by interviewing, profile assessments and final selection. When we recruit, above all we look for attitude and enthusiasm.

Profile Assessments

Conducting profile assessments during the recruitment process is a powerful aid that will provide you with an insight into the candidates you are considering employing. At Kaizen Executive, our on-line profiling centre uses innovative JobFit™ technology which measures the essential data an employer needs to make better hiring, training, managing and promoting decisions. Our profile assessment employs advanced online technology that predicts job suitability and accurately matches people with the work they do.



• recruit for attitude •

Consulting Services

There is a need to continually review and adapt your business or personal strategy to meet and exceed the expectations of demanding times and aggressive competition. At Kaizen Executive, our consulting services will ensure that you can unlock and deliver on your full potential.

Sales Force Effectiveness

Our sales teams, and indeed our businesses, are under constant pressure to meet and exceed customer expectations, whilst delivering consistent and sustainable growth in revenue and profit for the company. If your business is to succeed in today's competitive environment, you have to retain the best people and have them using the right procedures every day. At Kaizen Executive, every day counts. We will help your company shape its way forward using our foundational sales tools and unique five stage training program, ensuring the key fundamentals of Sales Force Effectiveness are in place.

Accelerator™ Performance Management

Having strong measurement criteria for your people, particularly in sales, is absolutely critical in business today. Do you know who your top performers are and why they are ahead of the rest? Did you know that your top performers only make up on average 16% of your sales team? At Kaizen Executive, we can develop a high performance benchmark for your business or industry, accurately measure your staff against that benchmark to see where on the performance scale they may reside, and then provide detailed coaching guides that will help you significantly lift performance and deliver the results you desire.

Customer & Market Strategies

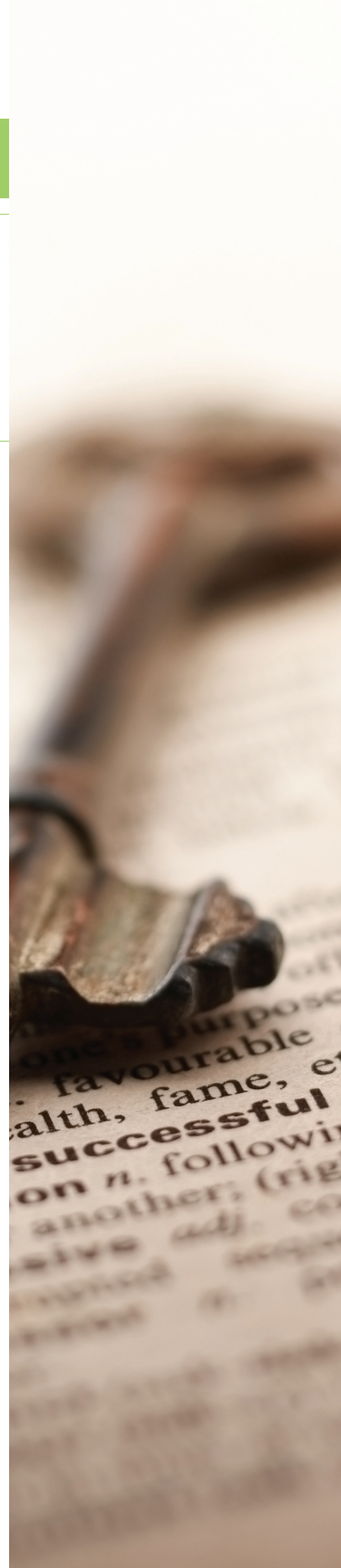
Every firm these days is told that they are supposed to get up close and personal with their customers, but that advice doesn't tell you how – or even what to do when you do get into that position. After getting close enough to understand completely what the customers want, a star company doesn't just seek to satisfy, it seeks to continue to improve its knowledge so it can deliver long term satisfaction. Do you understand your customers and the markets they operate in? Have you got a grip on who your 'real' customers are and what value they add to your business? If so, how do you compare with your competitors? At Kaizen Executive, we are passionate about the results that excellent customer knowledge brings and can help you be too!

Imagine Great People

Kaizen Executive is an accredited strategic partner of 'Profiles International', and has access to the knowledge and experience of this corporation that operates in 122 countries and services over 50,000 clients. With more than 50 million assessments undertaken to date, we are now part of the fastest growing and most globally advanced supplier of pre and post employment assessments.



• train for experience •



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• always doing it better •

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