



# The Professional Recruiter's Handbook: Delivering Excellence in Recruitment Practice

By Ann Swain, Jane Newell Brown

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*The Professional Recruiter's Handbook* is a thorough guide to achieving success as a recruiting consultant. The authors explore the techniques used by the most successful recruiters, both agency and client-side, to understand what creates excellence in executive search.

Containing practical advice on attracting the right candidates and finding and retaining new clients, it explains how to develop a recruitment strategy to ensure the recruitment professional can fill vacancies successfully. The book is supported by numerous case studies and interviews with recruitment professionals.

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### **Editorial Review**

#### Review

The Professional Recruiters Handbook includes case studies from top recruiters and HR professionals and covers how to attract and approach new candidates and clients, along with how to manage the recruitment process. Recruiter

#### About the Author

**Ann Swain** is the Chief Executive of The Association of Technology Staffing Companies. She presents at numerous international conferences within the recruitment sector. **Jane Newell Brown** has worked in the recruitment industry for twenty years. She is a consultant who advises clients on recruitment strategy.

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