



Executive Search & Selection

- ✚ **Boutique, Mature Consulting Practice**
- ✚ **Booming Asia-Pacific Customer Contact Portfolio**
- ✚ **Sydney Or Melbourne-Based**

Tanna Partners is a specialist consulting practice setting new standards of professionalism in the supply of **Executive Search, Selection & Contracting** services to the **Asia-Pacific Customer Contact industry**. Evolving with this industry over several years, we apply breadth and depth of market intelligence, a global network of relationships and the recruitment 'know-how' to find the very best executive talent for all of our valued business partners – across front & back office and multiple vertical industries including BPO, Banking & Financial Services, ICT & Management Consulting.

With companies throughout the region now recognising the critical importance of getting their customer contact strategy and execution piece right, our business has prospered through the difficult GFC period and will grow significantly over coming years. Our consultancy's brand and reputation is second to none in our niche sector due to the passion, candour, expert market knowledge and highest levels of integrity we bring to the consulting process, 'end-to-end', on each and every engagement.

With market conditions clearly buoyant and the demand for our services at a record high, we now wish to invite experienced recruitment practitioners and/or strong solution sales & marketing professionals from industry to join our team and continue the success story. We currently seek a **Practice Head in Melbourne** and a **Senior Search Consultant** in Sydney to further develop our greater Customer Contact portfolio.

Our culture could be described best as a mature working environment where people are given the autonomy, responsibility and support necessary for success. To attract and retain the very best people, we offer generous commissions (akin to running your own business!), first class infrastructure, a highly sophisticated data base of "relationships" painstakingly developed over the course of more than a decade and a healthy work life balance.

The special people we seek will be able to demonstrate the following:

- ✚ Strong sales and business acumen with a proven ability to build and nurture senior and long-standing relationships across the enterprise, meeting and exceeding sales targets in the process;
- ✚ A strong affinity with the contact centre industry across disciplines of S&M, Consulting & Analytics, Technology, Operations, L&D and Senior Executive;
- ✚ A "business" mind-set and outcome focus that stamps you as a "can do" person, instilling in clients a level of confidence that you can and will deliver on the project;
- ✚ A penchant for quality, integrity and professionalism in all business dealings; and
- ✚ A sense of humour and genuine willingness to work as part of a cohesive team.

To apply in strict confidence, please click the "**apply now**" button below attaching a brief resume and covering letter quoting **Ref. No. GLT/46061** or call **Greg Tanna** on 61 2 9947 9712 for further information.