

# VON RUNDSTEDT



For almost three decades, we have been developing talents. That is why we are convinced that employees are the most important asset in our company, too. We are looking for individuals who share our passion for people and who are happy to take on responsibility for our customers and the team.

Working at von Rundstedt means undertaking exciting and challenging tasks in a dynamic work environment. With us, our corporate values stand tall - our managers and employees make them tangible and real through their daily actions. Since inception in the Swiss market - 5 years ago - our business has grown steadily – and with it the number of organisations and individuals who work with us. In order to further grow and strengthen our business network for our clients we are seeking a:

## Job Market Expert

### THERE ARE TWO MAJOR WORK AREAS

#### Business Development for von Rundstedt in Zurich-Zug-Bern

- Prospect new leads and develop new accounts by meeting with HR managers and other Executive representatives.
- Develop and offer customised solutions to customers or prospects in the area of career transition, outplacement and workforce transformation.
- Establish and develop a large and reliable business network and contribute to the von Rundstedt community.
- Represent von Rundstedt in the market, in networking events and in associations or other communities.

#### Individual support of outplacement clients in their market activities

- Share market information and provide professional market feedback to our outplacement clients (reality checks).
- Develop effective job search strategies for our outplacement clients in collaboration with their career coaches.
- Search for relevant market information and concrete job opportunities for our outplacement clients.
- Approach target companies and connect our clients with key people of your own network and the von Rundstedt community.



### YOUR BENEFITS

- ✓ Successful and agile employer
- ✓ Strong values
- ✓ Team approach
- ✓ High autonomy
- ✓ Continuous training and development
- ✓ Flexible working hours

Are you interested?

We look forward to your application that gives us a clear reason for why we should hire YOU!

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# VON RUNDSTEDT



## YOUR PROFILE

- Several years of experience in B2B sales and business development in the services industry.
- Broad and reliable personal and business network in Switzerland and specifically in the local market Zurich, Zug or/and Berne.
- Working experience and expertise in recruiting or staffing services.
- Affinity to career management, employment and personal counselling.
- Solid knowledge of the Swiss employment market.
- Team-oriented, positive, dynamic and pro-active personality.
- Fluent in German and English.
- Full commitment to our von Rundstedt values.

## OUR VALUES

### → Ethics

We are transparent, we walk the talk, we keep our promises, we are fully reliable, we value fairness and respect.

### → Success

We want each client to be successful, each goal to be achieved, each project to be effective and each client to be an active reference – therefore we are going many extra miles.

### → Innovation

We do things differently, we challenge standards, we disrupt markets, we continuously develop new approaches, we invest in market research.

### → Pragmatism

We are market driven, we focus on the individual client targets, we customise everything for clients and customers, we find the most effective way for each client, we are agile.

### → Care

We care for our clients and customers, we go many extra miles, we deliver more than expected, we work client-centric, client happiness and satisfaction is our purpose.

## VON RUNDSTEDT SWITZERLAND

- ✓ 80 employees
- ✓ 9 Swiss Offices
- ✓ 250+ corporate customers
- ✓ 1'500 clients annually
- ✓ 93% client recommendation
- ✓ Founding member of Career Star Group

## VON RUNDSTEDT SERVICES

- ✓ Outplacement
- ✓ Workforce Transformation
- ✓ Executive Career Transition

## CONTACT

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