

THE SAVAGE RECRUITMENT ACADEMY



Unleash your full potential.

Pathway guide



Rookie *Pathway*

Rookie <i>Pathway</i>	Category
Behavioural & Competency Based Interviewing	Candidate Skills
Candidate Management & Rejection	Candidate Skills
Candidate Outreach	Candidate Skills
Effective Job Interviews	Candidate Skills
Pre-Closing Candidates	Candidate Skills
Reference Checking	Candidate Skills
Screening Resumes	Candidate Skills
Talent Attraction & Pooling	Candidate Skills
Understanding Candidate Motivation	Candidate Skills
Account Management	Client/Sales Skills
Business Development	Client/Sales Skills
Recruitment Industry Terminology & Concepts	General Knowledge
Writing Job Ads Part One	Marketing & Social Media
Writing Job Ads Part Two	Marketing & Social Media
Your Recruitment Career	Recruitment Insights
Savage SELL	Masterclass



Recruiter *Pathway*

Recruiter <i>Pathway</i>	Category
Building Rapport With Candidates	Candidate Skills
Candidate Management	Candidate Skills
Headhunting Candidates	Candidate Skills
The Importance Of Empathetic Rejection	Candidate Skills
Advances Client Skills	Client/Sales Skills
Credibility	Client/Sales Skills
Defining A Good Client	Client/Sales Skills
Getting Paid More Often	Client/Sales Skills
Growing Client Value	Client/Sales Skills
Negotiating Fees	Client/Sales Skills
Resilience In Selling	Client/Sales Skills
The Magic Of A Qualified Job Order	Client/Sales Skills
Turn Open Orders Into Money	Client/Sales Skills
Getting More Engaged	General Knowledge
Owning The Moments Of Truth	General Knowledge
Savage SELL Introduction - The Future Fit Recruiter	General Knowledge
Sophisticated Communications	General Knowledge
Courage In Recruitment	Recruitment Insights
Lessons From Mistakes	Recruitment Insights
Your Value As A Recruiter	Recruitment Insights
11 Recruiter Tips For Success	Masterclass
Candidate Management Masterclass	Masterclass
Preparing For A Changing Market	Masterclass
Savage SELL	Masterclass
The Final Word	Masterclass

Team Leader/Billing Manager

Team Leader / Billing Manager	Category
Becoming A Billing Leader	Management Skills
Billing Manager Mistakes	Management Skills
Building The Team	Management Skills
Driving Quality Control	Management Skills
Effective Delegation	Management Skills
KPI's And Activity Management	Management Skills
Learning To Lead	Management Skills
Managing A Prima Donna	Management Skills
Managing Priorities	Management Skills
Performance Management	Management Skills
Personal Organisation	Management Skills
The 7 Crucial 'C's Of Leadership	Management Skills
The Impact Of Billing Manager	Management Skills
Your Career And 'Being Senior'	Management Skills
Your 'Standing' In The Team	Management Skills
The Role Of The Billing Manager	Recruitment Insights
Billing Managing Leading	Masterclass
The Final Word	Masterclass
Preparing For A Chaning Market	Masterclass



Senior Management/Directors

Senior Management / Directors	Category
Candidate Strategy	Candidate Skills
Client Selection Strategy	Client/Sales Skills
Client Strategy	Client/Sales Skills
Directing Recruitment Business	Management Skills
Management Productivity Mantras	Management Skills
Productivity Management	Management Skills
Your "People Plan"	Management Skills
Marketing And Branding	Marketing & Social Media
Developing Business Strategy	Running a Business
Financial Management	Running a Business
Growing Your Recruitment Business	Running a Business
Innovation And Disruption	Running a Business
Leadership Imperatives	Running a Business
Leadership Reinvented	Running a Business
People, Performance And Hiring	Running a Business
Prepare A Sustainable Business For Sale	Running a Business
Preparing For A Downturn	Running a Business
Pricing And TOB	Running a Business
Salaried And Commissions	Running a Business
Salaries Commissions And Benefits	Running a Business
Technology Systems And Process	Running a Business
The Power Of Planning	Running a Business
The Final Word	Masterclass
Savage Thrive	Masterclass
Powering Growth In 2023 And Beyond	Masterclass
Billing Managing Leading	Masterclass

Candidate Management

Candidate Management	Category
Building Candidate Rapport	Candidate Skills
Candidate Closing	Candidate Skills
Candidate Exclusivity	Candidate Skills
Candidate Post Interview Debrief	Candidate Skills
Candidate Rules	Candidate Skills
Getting Referrals	Candidate Skills
Headhunting Candidates	Candidate Skills
Managing Counteroffers	Candidate Skills
Motivation To Accept	Candidate Skills
Prepping For The Interview	Candidate Skills
Selling Temp Pay Rate	Candidate Skills
Selling The Offer	Candidate Skills
Target Salary	Candidate Skills
The 'Valley Of Death'	Candidate Skills
Candidate Management MC	Masterclass
Preparing For A Changing Market	Masterclass
Savage Sell	Masterclass
The Final Word	Masterclass



Client Management

Client Management	Category
16 Questions To Prepare For Downturn	Client/Sales Skills
Client Nurturing Skills	Client/Sales Skills
Collaborating	Client/Sales Skills
Credibility	Client/Sales Skills
Defining A Good Client	Client/Sales Skills
Flex Your BD Muscle	Client/Sales Skills
Getting 'Client Fit"	Client/Sales Skills
Getting More Engaged	Client/Sales Skills
Getting Paid More Often	Client/Sales Skills
Gold Mine For Client Leads	Client/Sales Skills
Negotiating Fees Perm	Client/Sales Skills
Negotiating Fees Temp	Client/Sales Skills
Selling Exclusivity	Client/Sales Skills
Selling To Big Companies	Client/Sales Skills
Storytelling	Client/Sales Skills
The Magic Of A Qualified Job Order	Client/Sales Skills
The Sales Visit	Client/Sales Skills
Trust In Selling	Client/Sales Skills
Turn Your Open Orders Into Money	Client/Sales Skills
What Consultative Really Means	Client/Sales Skills
Candidate Management MC	Masterclass
Preparing For A Changing Market	Masterclass
Savage Sell	Masterclass
The Final Word	Masterclass

Branding and Marketing

Branding and Marketing	Category
Believability Branding	Marketing & Social Media
Building Your Brand	Marketing & Social Media
Great Recruiters Are Superb Seducers	Marketing & Social Media
Marketing & Branding	Marketing & Social Media
Recruitment Is Marketing	Marketing & Social Media
Resilience In Selling	Marketing & Social Media
Social Selling	Marketing & Social Media
The Modern Recruiter: Sourcer vs Seducer	Marketing & Social Media
The Secret About Social Media	Marketing & Social Media
The Secret About Social Media Success	Marketing & Social Media
Writing Job Ads Part One	Marketing & Social Media
Writing Job Ads Part Two	Marketing & Social Media

Your Recruitment Career

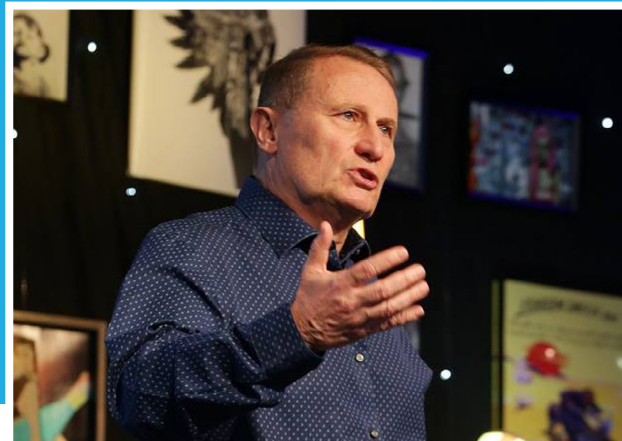
Your Recruitment Career	Category
Being A Recruiter Rocks!	Client/Sales Skills
Essential Communications Tips	Client/Sales Skills
10 Seconds Of Courage	General Knowledge
The Only Type Of Recruiter You Want To Be	General Knowledge
You Are A Leader Huh?	Management Skills
Your Career And 'Being Senior'	Management Skills
10 Reasons You Won't Be Promoted	Personal Development

Are You "Yesterday's Hero"?	Personal Development
Bad Career Advice I Used To Give!	Personal Development
Behave For The Job You Want!	Personal Development
Lessons From Mistakes	Personal Development
Lessons From 'The Dark Ages'	Personal Development
Self Belief	Personal Development
The Best Business Advice Ever	Personal Development
Toughen Up - It's Better To Fail Than Be Mediocre	Personal Development
You Own Your Career	Personal Development
Your Recruitment Career	Personal Development
Great Recruiters. Not Always Great Managers	Running a Business
Billing Managing Leading	Masterclass
Candidate Management MC	Masterclass
Powering Growth In 2023 And Beyond	Masterclass
Preparing For A Changing Market	Masterclass
Quarterly Updates	Masterclass
Rookie Program	Masterclass
Savage Sell	Masterclass
Savage Thrive	Masterclass
The Final Word	Masterclass



Sixty Savage Seconds

Sixty Savage Seconds are short sharp lessons for recruiters at any stage of the recruitment journey. Whether they are used to quickly bring consultants up to speed, or timely reminders for more established recruiters, these hard hitting videos are perfect for the modern learner.



Competing On Price
Have YOU Dumbed Recruitment Down?
The Future Of Recruitment In 127 Words
If You Have To Discount Fees - Remember this!
Two Skills For Every Modern Recruiter
The Modern Recruiter: Sourcer vs Seducer
My Message To The Haggling Client
Job-Order Triage
Sales Meetings Are Like Sex
Taking Exclusive Job Orders
Multi-Tasking Is A Big Fat Lie!
Are You "Yesterday's Hero"?
Two Questions Great Recruiters Ask
Don't Outsource Your Career
The Only Metric That Matters
Your Most Dangerous Competitor
Being A Recruiter Rocks!
Remember This About Candidates
My Biggest Tip For Recruitment Newbies
The Secret About Social Media Success
You Are A Leader Huh?
Your Database Is A Candidate Graveyard
The Candidate Is Assessing YOU Too

A Client In Pain Is A Good Thing
Disrupt Your Recruitment Business!
When Clients Reject Your Candidates
Great Recruiters Are Superb Seducers
5 Blunders Recruiters Are Making
Hire Recruiters From This Generation
The Best Business Advice Ever
Tentative Language Is Costing You!
Always Be Recruiting. Even If Not Hiring.
Leadership Is Action
10 Reasons You Won't Be Promoted
Recruitment Is Marketing
When The Client Is Talking, You Are Selling!
Resilience In Recruitment
Would You Rehire Your Recruiters?
Behave For The Job You Want!
Two Top Tips For Recruitment!
Good Is The Enemy Of Great
Bad Career Advice I Used To Give!
Tips For Recruiters!
Great Recruiters. Not Always Great Managers
The Only Type Of Recruiter You Want To Be
When Your Client Uses The "C" Word

Full Masterclass Collection

Full Masterclass Collection

Savage Sell

Preparing For A Changing Market

The Craft Of Candidate Management

The Final Word

Billing Managing Leading

Savage Thrive

Powering Growth In 2023 And Beyond

Sixty Savage Seconds

Quarterly Updates

The Rookie Program

11 Key Recruiter Tips



About Greg Savage



Enquiries and Support

For any enquiries, please
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GREG SAVAGE

With a career spanning four decades, Greg is a founder of 4 highly successful businesses, is a trusted advisor and respected voice across the global recruitment and professional services industries, and a regular keynote speaker at conferences around the world.

Throughout his fascinating career, Greg has learned countless lessons in leadership, business and in life. One of his greatest achievements is his success as a communicator. An early adopter of social media for recruiters, Greg's industry blog, The Savage Truth, is a must-read in the recruitment industry. In November 2018, he was named one of LinkedIn's 'Top Voices'.

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