



CPL PRESENTATION

Cpl Introduction

Cpl is independently recognized as one of Europe's leading provider of Recruitment and HR Services

Our Strengths:

- **300 recruitment specialists**
- **20,000+ people placed per year**
- **Comprehensive recruitment methodology**
- **Unparalleled track record in project delivery**
- **Long term partner offering significant financial stability**
- **30,000 applications per month**
- **Annual investment of €1m+ in specialist web, front and back-office infrastructure**
- **>95% repeat business**

Headquartered in Dublin, Ireland, Cpl is located in 7 countries across Europe, servicing clients in 14 EU countries and 20 languages on an on-going basis.

Delivering Key Talent on Time

Our specialist brands address all skills and requirements of:

HR

Business Management

IT&T

Quality Control & Assurance

Sales / Customer service

General & Engineering &

Technical Multilingual Shared Service Centres

Office admin

Finance and Banking

Legal Life Sciences & Healthcare

Supply Chain / Procurement

Local Clients in Central Europe



The Cpl Ethos



‘Placing People First’



- **Clients:** we work in genuine partnership to offer the most effective HR solutions
- **Candidates:** the most extensive source of high quality candidates
- **Consultants:** real career development based on a robust competency framework

Cpl - Differentiators

Passion

- **Commitment to deliver the service you want**
- **Sector specialisation**
- **Innovative - blend of service offerings**
- **Track record**
- **Accountability**
- **Adherence to a quality-driven recruitment process**
- **Our People**
- **Relationship Management**
- **Peer Recognition as Agency of the Year & Recruiter of the Year**

Case Study: How to behave during an interview

Participants



- **Candidate:** randomly selected from the public
- **Recruiter:** Professional recruitment consultant
- **Jury:** the public will decide whether the candidate has performed well.

The role:

Sales representative

- **The Sales Representative's primary responsibilities are to plan, administer, control and organize the activities of a sales territory to meet and exceed profitable sales and earnings objectives. Develops and implements basic territory strategic plans to support regional annual and long-range plan objectives. Works to drive territory towards exterior distributors and contractors through aggressive prospecting and new product development. Provides leadership through collaboration, credibility and accountability.**

Hints:

Prepare yourself for a successful interview

- **Practice**
- **Prepare**
- **Dress for success**
- **Be on time**
- **Stay calm**
- **Don't lean back**
- **Show what you know**
- **Follow-up**

Why trust CPL:

Placing people first

- You get constant feedback
- You get numerous career opportunities
- You get diversified range of roles and positions – Europe wide
- You get a personal career councilor
- You have access to labor market information and trends
- You get the best position you're suitable for

Contact Information

Danail Kanchev

Branch Manager, CPL JOBS Ltd

p: +359 2 892 910 01

m: +359 888 874 678

e: danail.kanchev@cpljobs.bg

Daniel Stefanov

Senior Recruitment Consultant, CPL JOBS Ltd

p: +359 2 892 911 1

m: +359 879 258568

e: daniel.stefanov@cpljobs.bg