

## **Approaching the market**

If you are new to the job market but unsure how to find the right position for you, agencies can be a great tool and a service worth utilising.

A common misconception about recruitment agencies is that they reduce the salary or hourly rate paid by the employer. This is untrue; the same rate of pay would still apply with or without an agency assisting you in your search for work.

Recruitment agencies typically work on the basis that a company who calls the agency is recruiting for a set role. Consultants will find a candidate for that specific position, therefore a lot of work in recruitment from a jobseekers point of view might be perceived as timing is everything.

Often recruitment agencies have the power to 'spec' a CV into a number of relevant employers in the region. If this has not been suggested and you feel that your skills are worthy of a position within your field it is worth asking if this is possible. This is also a good way to gauge whether the consultant believes that your expertise could be utilised in some capacity.