

# Navitas Training Overview

Each module is structured to facilitate not only a deep understanding of each subject but also to ensure practical application in real-world scenarios, fostering both individual and organisational growth.

## Graduate Academy

6 weeks

A comprehensive six-week programme designed to introduce new recruits to the essentials of recruitment, including understanding the recruitment lifecycle, basic sales concepts, candidate qualification, and LinkedIn campaigns.

## Client Engagement

4 weeks

Focuses on mastering initial client communications, job qualification, managing client objections, and the intricacies of client meetings and negotiations.

## Sales Mastery

Module per week

Developing advanced sales techniques and strategies, focusing on objection handling, conversation control, business growth, and consistent account management.

## Empowering Progression

5 weeks

Aims at personal and professional development through understanding behaviour mindset, personal branding, advanced job selling techniques, and the importance of referrals and innovation.

## Leadership Excellence

One-to-One

Dedicated to cultivating leadership skills within Navitas, covering topics such as setting team goals, strategic thinking, building high-performing teams, performance management, and mentoring.