

“As a small business owner, I celebrate all the wins, be that getting a meeting, landing a client or getting a deal across the line.”

JOHN F. KENNEDY

The Recruiter



Having worked for Dell as an IT sales account manager, John Kennedy, from Palmerstown in Dublin, relocated to Australia in October 2013, where he joined the Robert Walters Recruitment Agency in Melbourne as a recruitment consultant focused on IT sales recruitment. From there, John spent a number of years growing his career within HPE as an Enterprise Territory Manager.

Six years later, Ireland lured him home. “I came back to Ireland for a combination of personal and professional reasons,” he says. “When I left the times weren’t good, and the economy wasn’t strong. When I returned, the economy was a lot stronger. You could see the improvement from over in Australia and for me home was always going to be home.”

Initially, John’s plan was to seek a role with a leading technology company, and he landed one with a large professional network, but something didn’t feel right. “I wasn’t excited,” he says. “I wasn’t passionate about it. So, I decided it was time to do something I had always wanted

to do – start my own business – and The Recruiter was born in September 2020.”

The Recruiter is a specialist technology recruitment agency that provides recruitment solutions to a variety of employers throughout Ireland and beyond. John is the founder and technology sales recruiter.

“I’m a specialist recruiter as opposed to a generalist recruiter,” he says. “My business is about aligning businesses with the right talent to deliver commercial growth.”

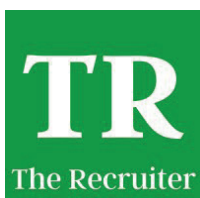
The pandemic has made it difficult to judge what life back in Ireland is really like, but it hasn’t held back The Recruiter. “In terms of year one goals, we’re beyond targets,” John says. No time is the right time to start a business, but if I can make this work during a pandemic then it’s the path I’m meant to be on.”

He found that setting up a business involved a lot of research, but he benefited from guidance and direction from the Back For Business programme and the ICE (Inner City Enterprise) programme that he also enrolled in.

“Back For Business gave me an opportunity to learn from others that were in a similar situation to myself, and it also allowed me to validate some of my ideas that I had around the business and future plans,” John says. “It’s a great programme, and it gives you exposure to great leaders.”

John has been pleased to note that he is now being approached by potential clients as it means his online presence is beginning to pay off, and he celebrates this and other achievements. “As a small business owner, I celebrate all the wins, be that getting a meeting, landing a client, getting a deal across the line,” he says.

John’s goal for the year ahead is to continue to build on what he has started, so that The Recruiter becomes established and known in the Irish market as a leader in specialist technology recruitment. “Looking forward, if we continue on the same trajectory as we are now, the goal would be to expand and hire additional specialist consultants for other markets,” he says.



POSITION

Founder | Technology Sales Recruiter

WHAT WE DO

The Recruiter is a leading specialist technology recruitment agency for IT sales recruitment in Ireland.

CONTACT US

43 Riversdale Avenue,
Palmerstown, Dublin 20.

T: + 353 86 066 2497

E: john.kennedy@therecruiter.ie

W: www.therecruiter.ie