

## Carmen Neagu

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**From:** Carmen Neagu  
**Sent:** 06 June 2023 12:26  
**To:** Claire Roberts  
**Subject:** FW: Your role

FYI below and I have done the variation on gap net as well.

Thank you for your help.

Many thanks



**Carmen Neagu | Regional Manager**  
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**From:** Ligia Panescu <Ligia.Panescu@gap-healthcare.com>  
**Sent:** Tuesday, June 6, 2023 11:48 AM  
**To:** Carmen Neagu <Carmen.Neagu@gap-healthcare.com>  
**Subject:** RE: Your role

Good afternoon Carmen

Thank you for you understanding my point of view and offering ongoing support for the future.

Just for the record, I agree with all we have discussed earlier and will do my best to meet all the role requirements from my position.

I am well aware of this transition, otherwise I would have not brought the topic on the table, however I am grateful for the entire experience and the chances given 😊

The future hold for us lot more than we see with naked eyes, why not shooting for starts?

Thank you

Kind regards



**Ligia Panescu | Senior Recruitment Consultant**

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**From:** Carmen Neagu <[Carmen.Neagu@gap-healthcare.com](mailto:Carmen.Neagu@gap-healthcare.com)>

**Sent:** Tuesday, June 6, 2023 11:25 AM

**To:** Ligia Panescu <[Ligia.Panescu@gap-healthcare.com](mailto:Ligia.Panescu@gap-healthcare.com)>

**Subject:** Your role

Hello Ligia,

Thank you so much for taking the time to meet with me earlier and thank you for your very honest approach. As discussed, there is a need to review the team's performance as unfortunately we are not currently meeting budget in Hull, however I believe with the right focus and activity, we can overcome the current situation.

You have come forward and said you understand your own limitations when it comes to sales and you feel, though you have put a lot of time and effort into business development, the results are not meeting the KPIs and you haven't managed to bring in new business. You have also said you are willing to accept a step back to Recruitment Consultant as your main focus is bringing the team back into a profitable position and it is not the job title that motivates you but feeling able to fulfill your potential and seeing the results.

I have given you an overview of what I believe we need to work on, and you agree there are areas of improvement in candidate attraction and client servicing, however there is potential for further business opportunities, which is why we are keen to have you as a key member of the Hull Healthcare Team.

What I proposed to you in our meeting was a move to a Recruitment Consultant role and the salary for this is £25,000, which we would look to implement from the 1<sup>st</sup> of July.

Could you please consider this and let me know if you are happy to proceed?

Many thanks



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