



# **The Role of the Agent**

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At 7N, we have a certain standard when it comes to the expertise we offer to clients and consultants, and we must be up to date to provide the best service possible. Therefore, our consultants are never on their own – we differ from other consultancies by offering all consultants a personal agent. Our agents are continually seeking new information on trends and products in the IT market. Being aware of what is happening in the industry is an essential part of being able to locate the perfect match between a consultant and an assignment.

## How it works

At 7N, consultants are not only considered a number on payroll or a commodity to sell. The agents aim to grow long-term relationships with their consultants and maintain their best interests at mind, both personally and professionally. Agents support their consultants before, during, and after the completion of an assignment. The agent assists in creating a successful partnership between the agent and the client and is always available for both parties during a project.

Before a consultant ends an assignment, their agent and our recruitment specialists initiate the work of finding the next interesting task for the consultant. This process includes discussing what kind of task the consultant wants, mapping what courses or certifications are needed, and a thorough review of their CV.

## About our agents

Besides having extensive knowledge of the industry, our agents must be familiar with their clients. This is important to support the consultants in the best way possible. Before a consultant starts a new assignment for a client, he/she must be acquainted with the client's organization, culture, and IT landscape.

It is the purpose of our agents to help consultants get the assignments they find attractive and challenging. Creating the perfect match between client and consultant is not always easy, but it is a task that our agents love to solve.



Furthermore, we consider it very important that a computer does not do the job of finding the right assignment for our consultants, but instead, this job is performed by competent people with a lot of experience and knowledge within the field.

Our agents must be skilled at understanding people and their needs, and this goes for both consultants and clients. A big part of a 7N Agent's job is to meet people, get to know people and connect people.

Our agents come from different backgrounds, which in one way or another, is a strength in their role at 7N. For instance, some have previous experience as developers, consultants, or salespeople, but they all have experience in the world of IT. In 7N, our sales and recruitment agents work together in teams to help each other allocate the consultants to specific roles. This team structure gives us a huge advantage and enables us to cover a wide span of industries, technologies, and competences.

## Staying relevant

At 7N, we make sure that all our agents are well-educated and well-informed about technologies, trends, and products. Every year our agents attend several conferences, courses, and events to stay updated on what is trending in the field of IT. When 7N Agents attend these events, they gain awareness of what is happening in the market right now and meet other people from the industry. Staying up to date is an essential part of an agent's job that ensures their ability to support and guide their consultants in the best possible way.

When you work as an IT consultant at 7N, you get a personal agent from the very start. We are dedicated to matching you with the most exciting projects in your field of expertise, continuously helping you develop your skills, and making you part of a community of extraordinary people.

Get in touch and explore how you can unleash your potential as a 7N consultant.

[Get in touch](#)





7N Group is an elite IT consultancy agency with more than 20 years of market experience in serving all aspects of critical IT projects both within the public and private sector.

We have dedicated ourselves to finding the right match between our consultants and the companies we serve – we believe that is how the best results are created. At 7N, we have built a professional community of extraordinary people. A community dedicated to achieving professional and personal development. A place where the best gets to play with the best.

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