



Case Study - Recruitment Agency

Background

A global recruitment agency provided recruitment services to businesses from a wide range of industry sectors including Legal, Technology, Education, Banking and Leisure.

It was looking to grow its business by opening new branches in previously uncharted territories across the UK.

Requirement

Each new branch required a leader to initially oversee the recruitment process so that all positions were filled on the day of opening, and then to manage the branch on a daily basis.

A three-month lead up was in place for the recruitment process to be concluded. The agency had strict measures in place to ensure that the agency's values were adhered to at all times.

Approach

A Branch Manager (**Jamie Martin**) was appointed from within the Business United team, who was already representing the agency internally.

Results

The recruitment process was completed within eight weeks and the branch office opened on time with a fully operational strategy in place.

Within the first quarter of trading, the budget had been exceeded by 330%, and very quickly, it became the fastest growing branch within the UK. All team members were highly trained and focused on delivering a first-class expert service.

Testimonials:




Mihaela Reade Assoc
CIPD

Human Resources Advisor at
Willow HR Consulting Ltd

May 14, 2020, Mihaela was a client
of Jamie's

Jamie is a very talented coach and this came through from the moment I met him. He was great in coaching me through the art of how to conduct successful recruitment and getting me to realise that I had nothing to be afraid of. Some of his qualities are (but not limited to): great listener, knowledgeable, great ability to question and give his customers the right tools to empower them to reach their potential. I would not hesitate to recommend Jamie! [See less](#)

Jamie Martin BSc (Hons),  PGCert
Modern Sales Trainer & Strategist | Career Coach
Managing Director & Founder

Correct Careers Coaching
Sales Training & Strategy to Transform Businesses
Modern Employee Retention Solutions

07599 332178

Jamie@correctcareerscoaching.com

www.correctcareerscoaching.com

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07599 332178

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