

TOP TIPS

Picking the right recruitment supplier



1

FIND OUT WHO'S OPERATING IN THE RIGHT SPACE

- Seek out recommendations (internal/networks/LinkedIn)
- Investigate job boards to see who's advertising similar roles
- Research relevant insight/content from recruiters



2

RESEARCH THEM

- Review the company website
- Search on jobs they handle regularly
- Check out consultant profiles (LinkedIn/Team pages)



3

ARRANGE A SHORT INTRO

- Schedule a 15 minute call with a precise agenda
- Check the essentials to rule in or out
- Get a sense for their core area of strength



4

HISTORY WITH YOUR COMPANY

- Get facts and figures on past performance with your company
- Find out what's worked well and not



5

ASSESS THEIR CAPABILITY

- Organise a face to face meeting with a thorough agenda
- Understand their company, how they work, core strengths
- Get facts and figures



6

TEST THEIR MARKET KNOWLEDGE

- Ask what they know/think about your company
- Ask about market trends/industry news
- Validate their claims of expertise



7

WHAT VALUE DO THEY BRING?

- What extra do they bring to their clients
- What distinguishes them from their competitors



8

FINAL DILIGENCE

- Seek out referees or recommendations from former clients
- Check the commercials