

Teamwork is benefiting both

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TWO companies have hit on an alternative way of working in an attempt to help navigate the economic downturn and expand their businesses.

Darlington-based Ambassador Recruitment has come to an agreement with Focus Training and Development, also based in the town, where it will be paid a regular retainer to source staff for the training firm.

Typically in the recruitment world, agencies charge their clients anything up to 25 per cent of the annual salary of the employee they have just placed. But with the retainer contract it works out cheaper for the client, which can also more accurately plan its future recruitment budget.

Meanwhile, the recruiter knows it will have a regular income, regardless of how many staff it places.

Liz Slade, managing director of Ambassador Recruitment, which only recruits permanent or fixed-term employees, said it had placed seven staff with Focus in the past three months, since the arrangement had been finalised.

She said: "The benefits for us include a regular secured income into the business, and, therefore, peace of mind for the potential turbulent times ahead, which is priceless.

"Its a win situation for both us and the client, especially during this current economic downturn."

Focus offers one-to-one bespoke training and operates in a number of sectors including customer service, IT, business administration, and health and social care.

It has sourced trainers and verifiers from Ambassador and wants to increase its staff from eight to 24.

Kully Brooks, director of Focus, which provides training throughout the region, said: "The relationship with Liz is fantastic.

In the past we have used other recruitment agencies who have not given us the type of candidate we have needed.

"She understands our business. We are a small company in a growth spurt and this arrangement allows us to manage our resources better."