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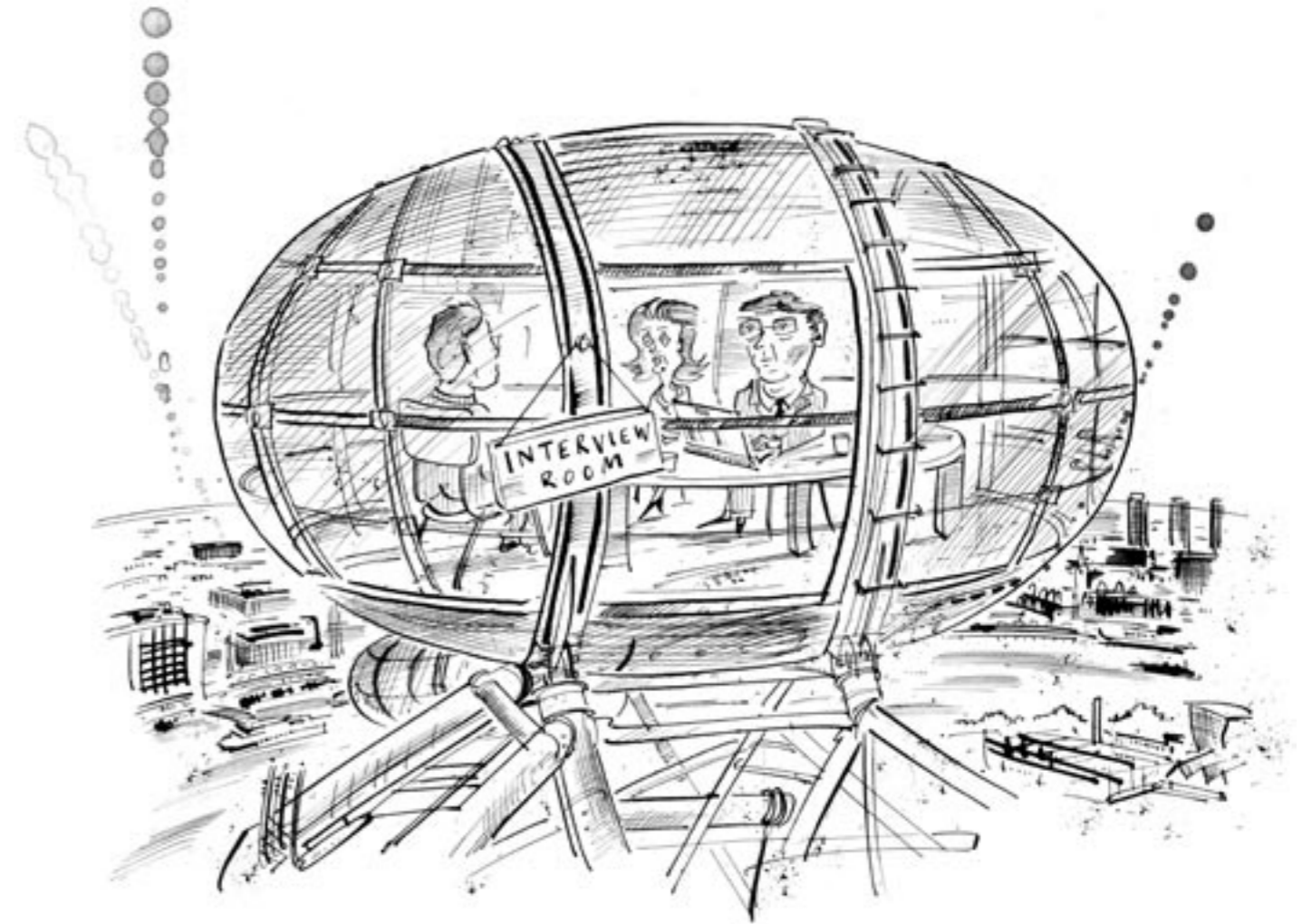


PROXIME

'Unplugged'...

The following pages depict genuine anecdotes from our files and illustrate our company's ethos.

We treat every assignment with initiative and constantly explore even better ways to reach recruitment solutions...

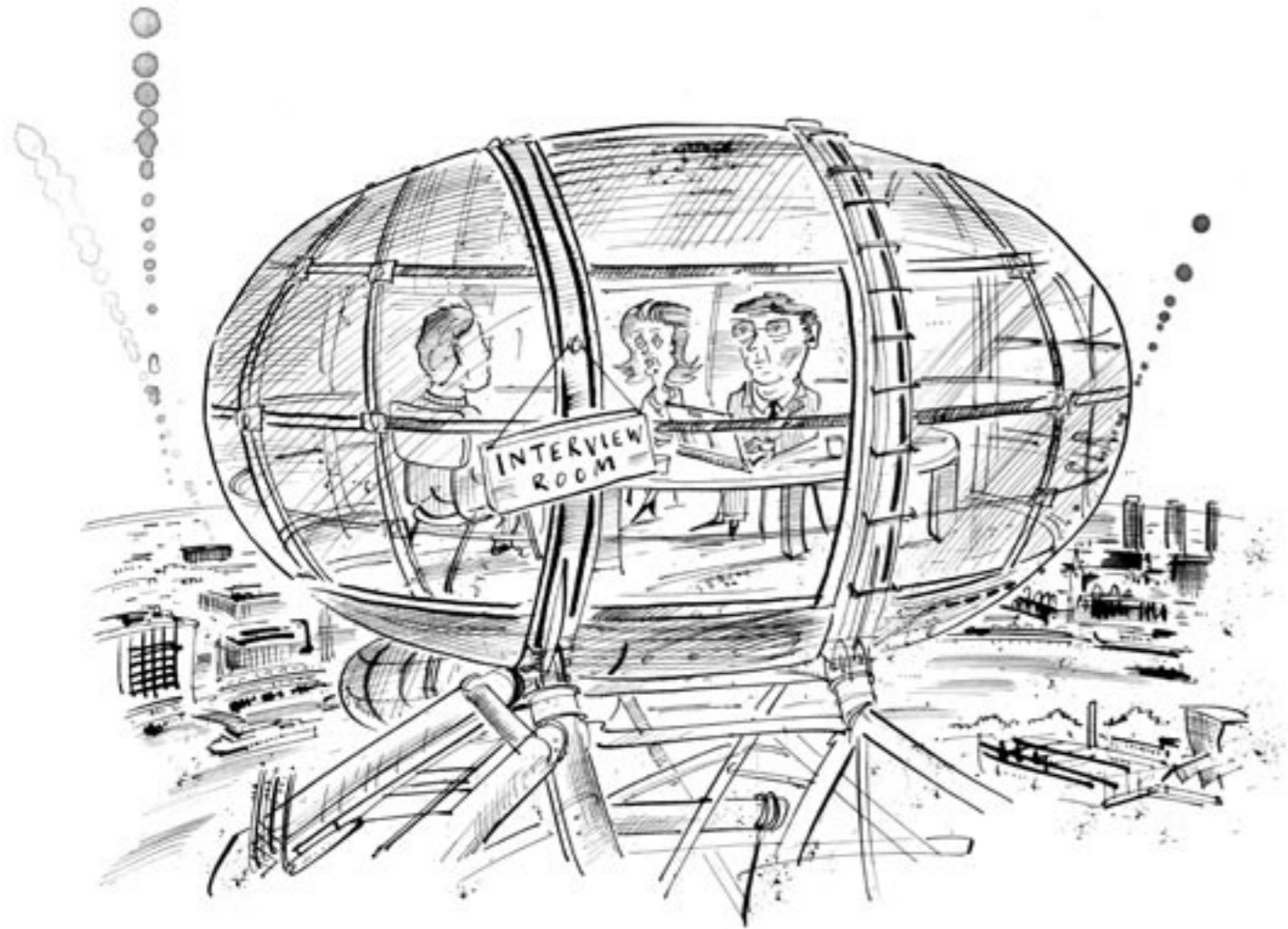


...but switched on!



Harley Davidson

The new CEO of a manufacturing client looking for a new Production Director provided us with a detailed job spec and role profile. But it was a casual remark describing their organisational culture as 'We're kind of Harley T-Shirt and jeans guys' that sparked. And when we interviewed a candidate who looked seriously uncomfortable in a suit and clearly hadn't tied a tie for some time, we knew we were on to something!



Roy's Eye Pod

In a candidate starved recruitment market, with demand for high level skills in emerging technologies, most organisations were looking to hire from the same pool of talent.

Our client came to us as an unknown name in the UK and needed to quickly build a team of quality, client-facing technical consultants for immediate deployment on pan-European projects.

Roy came up with the idea of holding candidate open evenings on the London Eye, booking private pods for potential candidates to meet client representatives and learn about the company in an informal, relaxed way.

A significant number of high flyers were recruited!



The Romanian

We're not infallible. When searching for a new Director for Central and Eastern Europe for a quoted transportation company, we found a Romanian who had been educated in Germany and had a solid track record in Western companies. On paper he appeared the perfect candidate and during the interview he reinforced this with unfailing politeness and deference. Even our client's CEO described him as the best candidate he'd seen in years.

He was duly appointed, but after three months the HR Director phoned to say he had proved to be an unmitigated disaster. It transpired that this individual was respectful towards Westerners, but held Eastern Europeans in contempt. In short, he was a bully.

We immediately went to work on a free replacement.



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Roger's Wannabes

This is one of our favourite recruitment anecdotes. A lesson in interview technique and precision briefing, whatever the candidate level.

Roger, Planning Director of a global communications agency, needed to hire a PA. He claimed to only ever ask one question... "Hi Jane/Sarah/Annabel etc... what do you want to be?" To which the response... "an account exec/a TV producer/in PR etc." fell upon deaf ears until the magic words... "I want to be a better PA." secured his attention and the job!



David's Gamble

When trying to place contract professionals for a blue chip client, there were some dramatic delays in the recruitment process. With the client admitting that she was too busy to recruit and had so many CV's from different sources, David arranged to meet with her.

Sitting in her office, she was drowning in a sea of applications.

David thought for a moment then went over to the pile, took them off her desk, put them in a bin and placed three CV's in front of her.

A 'trust me I'm a professional' gamble that paid off, as we supplied many contractors and the client became a good friend.



Global Search

In the 15th Century, Columbus spent years exploring the globe on behalf of his patrons Ferdinand and Isabella. Today, when delivering recruitment solutions, time scales are more critical yet global exploration may still be required.

Our broad research experience combined with modern communications enables us to literally “explore” the four corners of the world for relevant skills.

This has meant that in the last 12 months we have travelled to, amongst others; Belgium, Finland, France, Germany, Norway and China on behalf of our clients, and identified and successfully resourced candidates in Canada, South Africa, Thailand, India, Australia, Hungary, and Poland.

“The beauty of working within the recruitment industry is that realistically every day and every assignment is different. The core factor is the strength of the relationship you build with the client and the candidate.”

David Gadd, Proxime

“Where relationships are strong, in that all parties are fully engaged and open, the outcome is invariably positive.”

Roy O’Brien, Proxime

“It’s all about adding value. Real satisfaction comes from getting close enough to your client to fully understand what is valuable to them, and then delivering it.”

Rob Williams, Proxime

for your next requirement
call Proxime for a refreshingly open approach...
...one that works!



*Recruitment solutions
through experience
delivered with integrity*

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