



Case Study – Development for Recruiters

“Ideas” | “Understanding” | “Analysis” | “Solutions” | “Knowledgeable”

Compliance Recruitment Solutions, a niche Financial Services recruitment firm, engaged Creative Leadership to help further develop their recruitment team with new sales strategies and approaches for working with HR.

The work was commissioned in the middle of the economic downturn, where recruitment freezes and redundancies were rife. Compliance Recruitment Solutions recognised a very real need for enhanced partnership skills and a greater appreciation for how the team could add real value for candidates and clients alike.

Following a full consultation, Michelle Fischer, MD of Creative Leadership developed a bespoke training course for the business, which included:

- ★ HR Collaboration and Partnership
- ★ Advanced recruitment skills
- ★ Using Social Media to recruit and source candidates
- ★ Identify, plan for and achieve stretching goals
- ★ Understanding behavioural styles
- ★ How to communicate best with different people

Alongside this, Creative Leadership worked with the CEO to consider how best to motivate the team in light of the challenging climate.

At the end of the project the client said:

“Creative Leadership’s understanding and ability to identify solutions to our sales problems, especially for how to get on the PSL, is second to none. Michelle has an ability to relate to all aspects of the recruitment process having held the different roles herself. We were delighted by the real business benefits she brought to our business including new, and better ideas, and an understanding of all the different roles played in the process.”

David Symes, CEO



“Having known Michelle as a personable & pleasant client, we stayed in touch and I was delighted to use her services when I felt my business needed some expert external analysis and bespoke training.

Michelle came up trumps. She was a pleasure to work with, offered us valuable insights and my team too felt added real value to their needs.”



www.creative-leadership.co.uk
01202 853647

Join | Grow | Move On | HR