



we do our job  
so **you** can do yours

The Sales, Marketing & Customer Service  
Recruitment Specialist



product manager

sales development executive

regional sales manager

marketing executive

copywriter

marketing analyst

e-marketing manager

customer service manager

business development manager

supply chain planner

*“Using Additional Resource means we can focus our recruitment efforts much more effectively”*

## Business with Passion

We fuse hard-earned business discipline and recruitment expertise with a passion for results and a deep understanding of your business needs.

## No risk. No hassle!

## We want you to relax

Your business is enough of a challenge, without the extra pressure and burden of a stressful recruitment campaign.

From our base in Leicester and extending across the East Midlands, our consultants work closely with all of our clients to source, profile and secure new roles for the region's most exciting, skilled, and talented executives and managers.

Additional Resource has earned a unique reputation for fresh thinking, a professional service with personal attention to detail, and the ability to take the hassle out of the recruitment process.

We do all the hard work, find you the best possible people for the job, and let you enjoy relaxed recruitment so that you can concentrate on your main business activity.

## We want *exactly* what you want

A short list of highly suitable candidates, pre-interviewed and carefully filtered to precisely match your culture and job requirements.

We achieve over a third of our placements through referral, word-of-mouth and ceaseless networking. This also reflects the strength of our reputation throughout the region, and means that a successful match can take place within just 48 hours of you giving us a job brief.

As our client you can review potential CV's, take full advantage of our advisory service, gain valuable insight into the local and regional employment markets, and benefit from our analysis of remuneration packages, work trends, and market conditions.

*And of course there is absolutely no cost to you until your new recruit starts working with you.*

We can help with any aspect of your recruitment process, and our input continues after we have completed your assignment, with quarterly reviews and support whenever you need it.

## Recruitment Specialists

With more than 20 years' experience in the local, regional and national job markets, Additional Resource provides a flexible and highly focused service. We let you get on with your business, while we find the ideal applicant for your vacancy.

### • Sales

We recruit for every possible sales and business development function, at all levels from telesales to field sales, from junior account management through to sales director and board director level.

### • Marketing

Our consultants manage and fill vacancies across the entire marketing mix, including PR, marketing communications, brand and product management, web development, e-marketing, creative services and market research. We can help you fill a marketing vacancy from marketing assistant or account executive through to senior appointments at marketing manager and marketing director level.

## • *Customer Service*

We recognise the vital importance of good customer service, and focus on commercial roles across a wide spectrum of key functions. From customer and sales support through to senior team leadership and management roles, we work with the best candidates to help you optimise your crucial day-to-day relationships with your customers.

## Permanent, Contract, Temporary

Whatever your needs, our flexible and adaptable approach means we can work together to locate and supply temporary, part-time or contract staff, as well as finding the ideal applicants for your permanent roles.

## Finding *your* next recruit

With an unrivalled reputation across the East Midlands we are now the first port of call for the region's best sales, marketing and customer service candidates. Over 25% of our candidates approach us directly, and of course we also advertise extensively, both in online media and through selected specialist print media.

We encourage referral at all times, and have also worked very hard over recent years to establish a high profile on the leading job boards throughout the UK. We manage our talent resource on our own customised database system, so you can receive details of your next potential employee almost as soon as they register with us.

Additional Resource performs as your own dedicated in-house recruitment consultancy, and as our reputation builds we find candidates returning to us as clients, seeking the assurance of service, quality, and reliability that they've already enjoyed with our consultants.

## Our Candidate Sources



- networking & referral
- job board advertising
- [www.addresource.co.uk](http://www.addresource.co.uk)
- online directories
- press & publications

## Services we include:

- job description creation and advice
- candidate profiling
- pre-interview and telephone assessment
- personal face-to-face interviewing
- group interview and assessment
- advertised assignments
- time sheet management
- statistical campaign analysis
- salary and reward benchmarking
- market intelligence and insight
- identity, qualifications, and reference verification

*“...painstaking in their attention to detail.”*

*“...a hassle-free way to find high quality recruits.”*

*“...many of our best company ‘stars’ have come via Additional Resource”*



brand manager

sales manager

web developer

account manager

head of division

field sales manager

product manager

marketing manager



customer service advisor

key account manager

category manager

sales director

client service executive

sales co-ordinator

*“Additional Resource  
delivers superb results  
for us every time”.*

[www.addresource.co.uk](http://www.addresource.co.uk)

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