

## CASE STUDY

### Millenium Business Systems

#### The Challenge

Millennium's education division is one of the leading UK suppliers of I.T and audiovisual equipment to the education sector. Its Northern office is located in Stoke on Trent.

#### How We Helped

Prior to using Appointments Millennium had been struggling to find good sales staff for about 2 years. Following their move to the Stoke area they spent 6 months unsuccessfully trying to recruit including using 4 different agencies, the local press and job boards. Countless unsuitable candidates were interviewed. The Sales Director had virtually given up when a consultant specialising in sales roles from Appointments contacted him.

#### The Result

After visiting him to get a feel for the company and its needs our consultant got a full brief and job specification and set about meeting the challenge. From the resource of our own candidate database and personal referrals from candidates we'd placed previously she identified 6 suitable applicants and forwarded their CVs to Millennium. The Sales Director commented that the candidates were the best he had ever had from any agency. They fitted the brief so accurately that all 6 were interviewed and made subsequent job offers.

The sales department was revived with the intake of good, reliable hardworking staff and both client and candidates remain pleased with their selection.

The Director at Millennium would have no hesitation in engaging with Appointments as a company again and is more than happy with the outcome.

#### Testimonial

*"I would recommend Appointments to any company. I will only ever use Jessica and Appointments in the future as they are the only company that have not just got it right the first time with candidates but they got it right six times in row. It is not just another run of the mill agency wanting to make a quick buck."*

Clive Arthur, Sales Director, Millennium Systems Education Division