



## Your first choice of specialist recruitment partner

Established in 1994, On Target Recruitment is recognised as one of the UK's leading specialist recruitment agencies within the Electrical & Electronic Engineering, Mechanical Engineering, Construction, Building Services, Medical & Scientific and Commercial & Industrial Solutions sectors.

We started out as sales recruiters but in response to our client's growing preference to have one dedicated recruitment partner, we have enhanced our service into recruiting Sales, Technical and Commercial roles at all levels of personnel across our six specialist sectors.

A rigorous induction programme, continuous training and longevity allows our consultants to become experts in their specific sector, meaning they can understand your business and the unique challenges you face.

### Why choose On Target as a Preferred Supplier?

Here are seven great reasons to choose On Target:

- Expert Pre-Selection means you only meet the **strongest candidates** for each position across your Sales, Technical and Commercial vacancies
- **Preferential rates**
- **Unique Rebate Scheme**
- Increased efficiency and effectiveness from a **Dedicated Account Manager** that really understands your business
- **FREE Candidate Personality Profiling** to ensure 'best fit' candidates for your organisation and culture
- **Transparent Service Level Agreement**, reporting and regular reviews to ensure consistent performance and results delivery
- **Retrospective discounts** based on volume

"I really wanted to drop you a quick note to thank you for your knowledge and understanding with regard to the candidates you are sending to me. Without question they fit the key competencies I discussed with you which is a real credit to your fact finding and the grilling you gave me before we embarked on this partnership. Thanks once again."

**Phil Bradley, Regional Sales Manager  
Office Depot Ltd**

On Target has been a Preferred Supplier of Office Depot since 2008

To find out more, speak with our Director, Business Development Justin Webb on 020 8397 4114

## Saving you time and money

It takes most clients between 10-12 weeks to recruit a high quality team member. This lengthy lead time can be critical to your organisation when a key role is left unfilled.

By partnering with a specialist recruitment agency, you can significantly reduce this lengthy lead time - cutting it in half or more! Typically, On Target will place the right person into your business in **less than 4 weeks**.

### ✦ How we achieve results

By entering into a Preferred Supplier partnership with On Target Recruitment we will work to a mutual Service Level Agreement, which means:

- Our Dedicated Account Manager will meet with all relevant decision makers to truly understand your business
- Mutually agree clear 'Key Performance Indicators' that allows our performance to be measured and reviewed on a regular basis
- Access to the best candidates that come onto the market - before your competition
- All with **no upfront fees** - you only pay for the results we achieve. No results, simply no fee!

We are highly proactive in our approach and utilise the leading job boards, trade press and direct approaches to potential candidates to source specific and hard to find skills that you are looking for.

A testament to the way we work is that 70% of our placements come from our existing clients.

### ✦ Personality profiling to help you make the best choice

On Target uses a "Personality Performance Indicator" tool developed by leading psychologists to give a deep understanding of an applicant's work personality, including likely strengths, weaknesses, interpersonal skills and learning style.

This trusted personality testing and screening tool gives employers confidence in selecting the right candidate for the role.

This service is available to our Preferred Supplier partners at **no additional cost** – ask for more details.

#### Expert Pre-Selection Guaranteed



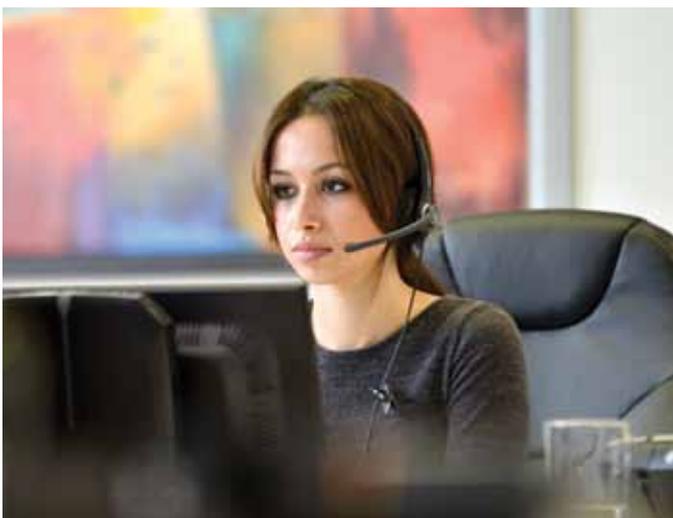
With our unique Expert Pre-Selection Guaranteed commitment you know that you will not waste time seeing candidates that don't match your person specification.

## Professional standards you can trust

On Target is a member of The Association of Professional Staffing Companies (APSCo), a leading trade body, showing our commitment to the highest professional recruitment standards through trade body, showing our commitment to the highest professional recruitment standards through an industry code of conduct.

On Target's senior team place great emphasis on training and development. The On Target team goes through initial induction training with regular refresher sessions and seminars designed to fulfil our commitment to the ongoing development of every one of our employees.

We aim to offer a professional but friendly and approachable service and many of our employees have been with the company for many years, getting to know both our clients, their business and market sectors in great depth.

The logo for APSCo, featuring the letters 'APSCo' in a blue and orange font, with a stylized 'A'.

### Find out more



We're confident that we should be your first choice for specialist recruitment. To discuss your recruitment needs or an immediate vacancy, call our Director of Business Development Justin Webb on **020 8397 4114** or email at **justinw@otrsales.co.uk**