

# 200% Revenue Growth: How a UK Finance Recruiter Sourced 800+ Candidates Daily



## ABOUT THE CLIENT

Our client is a leading UK recruitment firm specialising in finance and technology. 20+ years connecting top talent with Big Data, Change Management, Risk, and Fintech roles.

## BUSINESS CHALLENGES



### FOCUS MISALIGNMENT

Our client was heavily invested in operational tasks, hindering their ability to actively pursue new business opportunities.



### COMMUNICATION BREAKDOWN

A decentralised structure hampered effective communication and collaboration within the organisation.



### GROWTH CONSTRAINTS

The client faced limitations in expanding their market footprint and operational scale while maintaining financial viability.

## HOW WE HELPED

### ENHANCED SOURCING EFFICIENCY

- > **Robust Candidate Database:** Leveraged LinkedIn RPS and Bullhorn for efficient candidate sourcing.
- > **Advanced Search Techniques:** Optimised search filters and Boolean strings for targeted candidate identification.
- > **Talent Pool Management:** Nurtured long-term relationships with potential candidates.
- > **Data-Driven Optimization:** Implemented KPIs to measure and improve sourcing effectiveness.

### SCALABLE TALENT ACQUISITION

- > **Talent Pool Expansion:** Diversified candidate pool by exploring new regions and industries.
- > **Standardized Processes:** Implemented consistent sourcing methodologies for scalability.
- > **Technology Leverage:** Explored advanced tools to automate tasks and improve efficiency.
- > **Skill Enhancement:** Provided ongoing support and coaching to enhance sourcing capabilities.

## OUTPUT VS OUTCOME ANALYSIS

### KEY OUTPUTS



Achieved a **200%** increase in revenue through optimised sourcing strategies.



Maintained a robust candidate pool averaging **800+** candidates sourced daily.



Consistently delivered **8-10** qualified candidates to clients weekly.

### KEY OUTCOMES



Generated a **£40,000+** gross margin in a single quarter.



Reduced average client hiring timelines by **50%**.



Achieved a **100%** increase in client satisfaction based on [metric, e.g., NPS].



Increased market share by **50%** through expanded candidate reach.



Positioned the business for sustained growth with a **200%** revenue increase, **40%** cost reduction, and a robust candidate pipeline.