



# Acquisition: Project Hire

A recruitment agency that specialises in retail, hospitality and sales

## The Opportunity

A buyer is sought for an established Group that provides recruitment services across the UK.

The Group benefits from unrivalled sector expertise, specialising in retail and sales recruitment. Clients can include food and convenience stores, fashion and luxury, airports, cinemas, construction and B2B and B2C companies.

The Group is in a perfect position for growth and to be taken to the next level.

## Trading Summary

	Forecasted Accounts to 2020	Forecasted Accounts to 2019	Accounts to 2018
	£	£	£
Turnover	1,430,000	1,300,000	1,010,000
Adjusted EBITDA	380,000	390,000	330,000

All figures have been rounded to the nearest £10,000.  
The Group's year-end is 31 December.

## Key Features & Strengths

- The well-established Group is recognised for its sector expertise and is well respected.
- The in-house expertise of recruiting in the retail and sales sectors is an advantage for clients as this saves time and money.
- A proven solid and stable business, through many years of successful trading.
- Established good relationships with an array of well-known organisations, across many different sectors, from leading restaurant and food outlet companies to high-end fashion retailers.
- Valuable management team in place with over 20 years' experience.
- Strong client relationships backed by the Group's two-tiered account management structure.
- Strict and rigorous in-house procedures that all consultants must follow.
- Training provided to ensure staff understand and are able to deliver exact client requirements.

## Development & Growth Opportunities

- There is opportunity to add a temp division to the Group.
- Implementing a sales or marketing strategy to target specific companies and increase clients.
- Recruit a marketing professional to engage with candidates and clients via marketing campaigns, blogs and social media.
- A potential purchaser specialising in digital/online retail for example, would allow an introduction/plug immediately to the existing clients.
- Recruiting, training and developing a stock of consultants would allow for further business development.
- Promoting the Group's full services to the existing client base and re-engage past clients.
- Expanding the Group in other areas of the country to gain a new client base and candidates.

## For More Information Please Contact:



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