

Acquisition Opportunity: Project Hire

A recruitment agency that specialises in retail, hospitality and sales

The Opportunity

A buyer is sought for a well-known, established Group that provides recruitment services across the UK.

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

The current shareholders would like to realise the value of their investment to pursue other interests outside of the industry. The Group is in a perfect position for growth and to be taken to the next level.

Trading Summary

	Accounts to 2017	Accounts to 2016	Accounts to 2015
	£	£	£
Turnover	1,430,000	1,800,000	1,420,000
Profit before tax	340,000	680,000	410,000
Adjusted EBITDA	300,000	470,000	330,000
Net assets	930,000	920,000	700,000

All figures have been rounded to the nearest £10,000.

The Group's year-end is 31 December.

Key Features & Strengths

- Having been established for a number of years, the 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.
- The Group benefits from a lengthy period of successful trading, further demonstrating that it is a solid and stable business.
- The Group has worked with and established good working relationships with an array of well-known organisations. Clients vary across many different sectors, from leading restaurant and food outlet companies to high-end fashion retailers.
- There is a valuable management team in place that has over 20 years' recruitment experience.
- There are strong relationships with clients which are backed by the Group's two-tiered account management structure.
- There are very strict and rigorous in-house procedures that all consultants must follow.
- The consultants receive training to ensure they 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 new and ambitious sales plan or marketing strategy to target specific companies to increase client numbers.
- Recruiting a marketing professional will allow the Group to engage with candidates and clients on a regular basis 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 which could include seeking more opportunities, establishing relationships with potential clients and promoting services to a wider audience.
- Promoting the full Group's services to the existing client base and re-engage past clients.
- Expanding the Group in other areas of the country could gain a new client base, as well as candidates.

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