

INSIDE **business**

MILTON KEYNES



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& Relentless**



financial services recruitment specialists

A blueprint for successful UK and Offshore financial services recruitment

The financial industry has grown faster than any other UK business sector over the past decade according to official figures released in January from the National Statistics Economic and Labour Market Review. That growth has been professionally supported by Milton Keynes' based financial recruitment experts SGL Solutions Ltd.

Many firms have been formed to service this expanding sector – but the demands they face are tough, with strict regulations its only those delivering exceptionally high levels of professionalism that survive. SGL Solutions is one of the successes - not only surviving but thriving, with their services being sought not only throughout the UK.

Lewis Greene founded the financial services specialist recruitment firm in Milton Keynes in March 2003 when he was still in his teens. In the intervening five years, SGL Solutions has expanded year on year, carving out a profile and reputation of which their MD is justifiably proud.

"Our business has been developed from the ground up to a position where we are currently sourcing multiple candidates every month for a variety of clients across the United Kingdom, Europe and now the Middle and Far East. SGL Solutions has been built gradually on successful results from our dedicated team meeting the demands of our clients in delivering the right candidates with the right qualifications for the jobs they need to fill.

"As a young, yet well established, financial recruitment company, we are well aware of the need to deliver constantly consistent results. That's why we don't just meet expectations but exceed them."

Successful recruitment is not easy – achieving results demands careful research, dogged determination, and a profound understanding of the areas into which you are recruiting. SGL Solutions has developed a highly successful up-to-the-minute website, www.sglsolutions.com giving focus to local, national and international jobs. Harnessing technology's speed and interactivity to unite available candidates with the clients as rapidly as possible, saves SGL's clients time and money. But it is not enough, says Lewis Greene, to merely advertise jobs and collect candidates. Recruitment succeeds only where the right candidate is supplied for a post – delivering



(l-r) Joe Pursell - FS Recruitment Consultant, Marry Hussain - National Account Manager, Gillian Ellis - Recruitment & Office Manager, Ryan Smith - FS Recruitment Consultant

satisfaction to individuals and clients alike. That successful partnering takes skill, dedication and significant knowledge.

SGL Solutions' attention to detail, which Lewis and his team deliver daily, benefits firms large and small, local, national and international. *"We regard each of our clients, and each of our candidates as individuals with unique requirements. We structure each client contract or package to suit their specific needs, and listening to the client is vital. We take the time to hear what it is they want so we can deliver a tailored service to them – providing the candidate they need to fill the post they have in mind and bring added value to their company.*

"For candidates too, we take an individual approach. We see where they are, what experience they have, and where they aspire to be. Often we offer advice and explore the industry's opportunities with them to ensure they are aware of the options available to them. Because we are specialists in the financial sector we have built significant in-depth market knowledge and expertise."

Leading names within the financial industry

appreciate the benefits that SGL Solutions can deliver. Their clients number Building Societies, banks, mortgage lenders, IFAs from single office operations to firms with 30+ offices nationwide, stockbrokers and offshore companies. Demand for their services is such that they are seeking larger UK premises to address their overseas enquiries.

The financial services sector currently accounts for around 9.4% of the UK's GDP prompting British Bankers' Association Chief Executive Angela Knight to say: *"Financial services are the powerhouse of the UK economy."* SGL Solutions is an essential element in keeping the engine of the powerhouse running smoothly.

For more information about how SGL Solutions can enhance your financial business contact:

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