

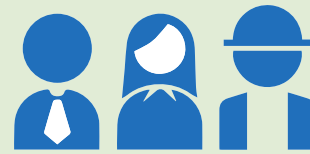


CASE STUDY

# SOUTHWEST RECRUITMENT INCREASES PRODUCTIVITY



Employees placed by Southwest Recruitment have improved team culture and trust



## HEADLINE RESULTS

**100% JOB FILL RATE**

**100% retention rate of our placed candidates**

**“Our customers get more timely and satisfactory outcomes”**

**“These employees have exceeded our expectations”**

Paul Schulties  
Financial Controller





## CASE STUDY

### THE CHALLENGE

“First of all, time. Secondly, judgement. The team at Southwest Recruitment identifies the points of difference in skill set better than we could and can qualify a great candidate for our business, with their knowledge of the marketplace.” - Paul Schulties, Financial Controller

### THE PLAN

Despite working with De Lorenzo for over nine years I think it’s critical to meet face to face to take each job brief for all permanent roles. I don’t like to assume anything. Understanding the challenges and responsibilities is key to the success of our recruitment, whilst seeing the big picture of their current goals and vision.

We know the calibre of candidates that thrive within De Lorenzo. We reached out to our 18 candidate sourcing avenues and focused heavily on digital marketing to expand our talent pool of quality job seekers.

We take the time to thoroughly interview, reference check and skill check applicants before representing the best 3 people on the market.



### THE RESULT

#### Has working with Southwest Recruitment had an impact on your business?

“The customer service division has improved. The team now have a greater respect and trust from our sales team. Our customers get more timely and satisfactory outcomes, more efficient and accurate processes, which impacts receiving their product quickly.”

“Furthermore, they have implemented daily communication with the sales team regarding all orders, so this has had a positive impact on the business overall.” - Paul Schulties, Financial Controller

### What they said...

“Responsive and a very quick turn around. Wendy presented a shortlist of quality candidates to review with a good synopsis of each candidate, so in retrospect, great judgement! These employees have exceeded our expectations.”

Paul Schulties  
Financial Controller

To discuss how Wendy Frost and the team at Southwest Recruitment can help you with your recruitment needs please contact us today.

#### WENDY FROST

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