



# Recruitment Extra

THE OFFICIAL QUARTERLY NEWSLETTER FROM EDEN RITCHIE RECRUITMENT PTY. LTD.

## Eden Ritchie Recruitment turns 11!

By Justine Eden

**I know, I say this every year – but I really can't believe it – 11 years in business! What a great time to be in this industry! So much happening.**

And, as we do at this time of the year, we have just finished our strategic planning and big plans are a foot..... Further growth projected for our core business as well as some new and unique service offerings to meet the current and future market demands as we see them.

Really exciting – but don't ask us for much else at this stage – we haven't even told our team the full story. That's how we operate – plan, prepare and execute. I can remember when we decided to launch Eden Ritchie Recruitment how it was all kept well under wraps until "all of our ducks were in a row" (valuable words of advice from a mentor at that time).

For us it is important to get it right up front. Work on a recruitment project with Kim or I – it's the same. We won't do anything until we have got it all straight up front – warts and all, and we will work on you until we've gathered everything we need to know to take

an executive level job opportunity to the market. Great first impressions are so critical, bad impressions are almost impossible to recover from.

So, what I can tell you is – Eden Ritchie Recruitment has grown by 35% on last year!! There has been solid growth in our core business, particularly permanent recruitment and our Business Improvement division is an up and coming star. Kim and I have been flat out with executive opportunities coming out of the commercial and government sectors; an encouraging trend of a greater number of opportunities at the senior level. And providing panel assistance and scribing on a range of government permanent selection projects has also been in very high demand.

When I set up this business in 1996, I always thought that I would sell it at 10 years, but here I am, still here. There's still things I want to do and at the end of the day the benefits of selling are what? \$.... Not saying that's not important to me, but flexibility, challenges and independence are possibly more important to me. I will be here for a while yet. It's all good.

