



Achieving 12x ROI in a Month Through Full-Cycle Recruitment

Geography

United Kingdom

Client Tenure

6+ Years

Industry

STEM and Professional Services

Case Study Period

12 Months

Service

Full-Cycle Recruitment

Team Size

16 Resources

Client Profile:

An award-winning recruitment group delivering specialised hiring solutions for Health & Social Care, Professional & Financial Services, Built Environment, and STEM industries ensuring workforce excellence across the globe.

Solution:

- Established a global resourcing center in India to source skilled professionals across the UK, EU, and APAC regions.
- Implemented a structured onboarding process with clear resource allocation and defined timelines.
- Developed and implemented Standard Operating Procedures (SOPs) to streamline recruitment workflows and ensure operational efficiency.
- Integrated a robust reporting framework to track individual and team performance, ensuring data-driven decision-making and continuous ROI assessment.
- Divided teams based on projects and sectors to maintain focused approach.
 - Project 1 - Automation & Manufacturing
 - Project 2 - Facilities

Client Objective:

- Reduce operational costs.
- Assemble skilled large teams within minimal timeframes.
- Increase gross margins with efficient recruiting and onboarding.

Impact:

- Placed 32 professionals in Automation & Manufacturing sector.
- Generated as much as 12X ROI in a month for Facilities sector.
- For a detailed breakdown, refer to the tables on Page 2.*



2024 Performance Data

Project 1 - Automation & Manufacturing

Month	Offers	Total Rolling Workers	ROI
Jan	0	4 (From Previous Month)	11.6x
Feb	2	5	5.7x
Mar	4	7	10x
Apr	1	9	13.3x
May	5	10	16.7x
Jun	8	13	20.8x
Jul	3	14	24.1x
Aug	3	20	29.6x
Sep	0	19	35.2x
Oct	0	18	24.7x
Nov	4	17	24.4x
Dec	2	10	19x

Project 2 - Facilities

Month	Revenue
Jan	£ 145,859
Feb	£ 175,381
Mar	£ 174,000
Apr	£ 124,279
May	£ 128,506
Jun	£ 147,750
Jul	£ 138,501
Aug	£ 147,680
Sep	£ 180,326
Oct	£ 140,975
Nov	£ 132,202
Dec	£ 142,784

