



Deloitte/APSCo UK Recruitment Index – 2014

<http://deloi.tt/1D1QfDz>

Published in October 2014, the Deloitte APSCo Recruitment index obtained the views and opinions of over 150 UK recruitment organisations to produce a range of detailed industry analysis

Key Findings

69% of professional recruitment firms surveyed reported an increase in net fee income over the past year – echoing the positive trend seen last year

30% of respondents who are currently based in the UK only plan to open more offices and half of these will be overseas

50% of respondents who currently have an international presence plan to open more offices and the majority of these will be overseas

Around 40% of respondents indicated that they were actively thinking about M&A

Over half the recruiters surveyed stated challenges for the year ahead are growing headcount (59%) and achieving financial growth (52%)

Unsurprisingly the industry demonstrates an overall optimism that improving market conditions are sustainable and rely on the fact that this 'recovery' is like all those that have gone before... but is it?

New technology, the maturing of social media, adoption of RPO/MSP providers across large scale hirers, global opportunities make it very different to any previous recovery.

Then why will many leaders and organisations make no change to operating structures & processes hoping that 'the market wave' will push them along whilst others will try grasp the opportunity by stretching themselves and the business beyond anything its ever done before.

Don't fail to take advantage of the improving market conditions and don't break your business trying – take the right decisions

With almost 30 years industry experience in global recruitment organisations, Steve Carter is ideally placed to advise and support on how you achieve your objectives.

Contact Steve on 07919 018900 or steve@cartersquared.com

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