

## **Recruitment Agencies are here to Revolutionise the Recruitment Industry**

*By BND Recruitment Solutions*

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*. BND Recruitment is here to say that the little guys are able to offer clients a greater return for their investment with a higher level of personalised service for a much smaller percentage of their annual recruitment budget.*

In Australia there are hundreds of recruiting agencies specialising in one industry or another, and charging fees for placements that are simply unbelievable in this day and age.

BND Recruitment is here to say that the little guys are able to offer clients a greater return for their investment with a higher level of personalised service for a much smaller percentage of their annual recruitment budget without the need for various recruiting agencies as smaller recruiters specialise in all industries under the same branding.

Brock Nicholls, General Manager of BND Recruitment Solutions located in South Yarra, Victoria was quoted as saying “on average you are seeing larger recruiting firms charging a percentage fee relating to the successful candidate upwards of 35% of the annual salary. This figure is absolutely astronomical. When you sit down and work out the difference between an average size recruiter and one of the smaller recruiters you see their processes are the same, however the attention to detail as well as the overall client experience cannot be matched when going against a smaller recruiter.

In the times of economic turmoil that we have all reached, can we really see any benefit in expending such a large portion of our yearly recruiting budgets only to receive a lower level of service than the one being provided for a fraction of the price? It’s time to say, “Bring the industry back into line and provide our clients with the level of service they are expecting for a fee that is not charged based on your name”.

BND Recruitment’s Managing Director David Sielicki advises “our total recruitment service provides not only quality candidate sourcing, behavioural interviewing techniques, quality skills testing and qualification checks, but also extensive referee checking, client and candidate negotiations and a 90 day replacement guarantee. All for around half the price of using a larger recruiting firm, again we need to ask the question; why pay more for a service that can be provided and guaranteed for such a fraction of the cost?”

BND Recruitment advises that not only does it provide service entailing total recruitment placements, but also Temporary employees for short or long term assignments, Fixed term contract employees managed by either our clients HR or our own internal resources, HR consultancy services and Outsourced payroll options. All these services and more provided by a firm of less than 8 staff members.

Finally we say to the prospective clients out there, be sure to look towards the smaller providers next time you are needing the services of a professional yet quality provider in the recruiting industry.

For additional information on Smaller Recruitment Agencies Leading the Way, visit [www.bndrecruitment.com.au](http://www.bndrecruitment.com.au) and compare us to the service you should already be receiving.

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BND Recruitment is a boutique recruitment company where you’ll find a new level of personal service and attention to detail.

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Email [Click to email author](#)  
Phone +61 3 9510 9610  
Fax +61 3 9820 8262  
Address Level 1, 122 Toorak Rd  
South yarra, VIC 3141 Australia  
State/Province Victoria  
Zip 3141  
Country Australia