



Recruitment Success Group – Newsletter, September 2011.

We kicked off the financial year  
with some growth.

Meet our new team and see how we can  
partner with your business.



*The RSG Mission:*

*Matching clients' business needs with candidates' personal ambitions.*





## Our National Team

We have expanded our team a little more. Together we now have in excess of 80 years of experience and knowledge in recruitment plus over 40 years experience in business and management roles across the many industries we now recruit for.

## Management Team

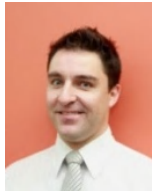


**Leanne Ferreira** is our Managing Director. Leanne founded RSG in 2002. She has 16 years recruitment experience, following 15 years in the corporate world. She works closely with clients, focusing on senior and executive appointments along with advising clients on their recruitment strategies, in-house solutions and outsourcing their payroll function.



**Graham Jenkins** has 20+ years as an Executive Search Consultant and Recruitment Strategist. He now advises clients on issues regarding the employment and retention of senior executive staff. For the last 5 years, Graham has been Chair with TEC – The Executive Connection. In this role, he mentors CEO's and other senior executives to achieve their goals for their organisations. He is also a non-executive Chairman and Director of a large recruitment company – Beilby Corporation.

## Consulting Team



**Craig Wickins** is an Information Technology Specialist. He has a highly consultative approach to recruitment delivery, which is backed by his 5 years recruitment experience and 10 years commercial experience in Professional Services and Engineering.



**Lynn Li** is our Information Technology Para Consultant with experience across the IT and Hospitality sectors. Her career started as a HR Business Partner / In house recruiter in many global organisations both in Australia and in Asia.



**Tracey Millar** leads our Sales, Marketing and Communications, team. Tracey is able to draw on her 9+ years in corporate marketing and sales roles to focus on delivering high calibre Sales and Marketing professionals.



**Susie Vaalele** is our Research / Para Consultant for the sales and marketing team. Having 15 years in corporate sales and research roles, Susie's focus is on research and sourcing candidates for our senior to executive Sales, Marketing and Communications roles.



**Clare Gilbert** is our Research & Marketing Manager driving our strategic business initiatives with clients and candidates. She has worked for boutique executive search firms in Australia and prior to this had 10 years in senior account management roles with major global PR & Marketing brands.



**Robert Biddle** is our Finance, Accounting & Commercial specialist. He has 16 years Executive Recruitment industry experience and has worked across most sectors at all levels of the recruitment process including career transition and consulting services. In recent years he has focused on Senior and Executive search and selection including contract and permanent appointments



**Louise McGraw** is our Business Support specialist with over 4 years experience in recruitment along with 5 years working in Administration and Office Management roles. Louise prides herself on her process to find the best fit for the candidate and client. She works on permanent and temporary assignments.

## Administration Team



**Amy Lee** is our Finance and Administration Manager and has a vast amount of knowledge and experience in the recruitment industry. She is a CPA and has a Graduate Diploma of Management with Australian Graduate School of Business.



**Nici Shear** is our invaluable Office Manager who ensures that our offices are running efficiently.



## Areas of Specialisation – Temporary, Contract and Permanent

### Sales

- BDM/Senior Sales/Account Managers
- Sales Directors/Regional Sales
- Regional Sales
- Relationship Managers

### Marketing & Communications

- Public Relations
- Online Marketing Managers
- Product Managers
- Marketing Managers & Directors
- Channel/Partner Managers
- Events Coordinators / Managers
- Marketing Coordination

### Human Resources

- Human Resources Directors/Managers
- Payroll, Remuneration & Benefits Specialists
- Learning & Development Specialists
- OH&S Specialists
- Change Managers

### Information Technology

- Application Development
- Infrastructure
- Project Management/Business Analysis
- Business Analysis
- ERP/BI/CRM
- Service Management
- Consulting

### Accounting & Finance

- CFO/Directors & Managers
- Commercial Managers
- Accountants/Analysis/Auditors
- Credit Managers

### Business Support

- PA/Executive Assistants/Secretarial
- Office Managers/Accounts Clerks
- Project Coordinator/Administration
- Receptionists/Data Entry/Customer Service

## Why we are different?

There are three words we stand by: **Collaborate. Trust. Achieve.** With collaboration gains trust, and with trust we achieve. This approach is what we believe helps set us apart from the rest. We care about the end result of the recruitment process but we care more about our ongoing relationship with you and our longer term partnership. Here's some proof of how we work and this is what some of our clients have said about us:

*"RSG is a high quality recruitment provider who delivers to specification and to a quality not matched by most providers. They take the time to understand the role and the environment and, more importantly, have the technical understanding to properly assess candidates."* **Catherine, Sydney.**

*"Craig took the time to understand the sort of people we needed and our values. We have dealt with Craig a number of times since our first engagement and will certainly continue to.... His understanding of IT needs and the time he spends matching our particular needs make Craig stand out as an IT recruiter."* **Chris, Newcastle.**

*"Tracey is a consummate professional. I was first recruited by Tracey as a candidate and then used her services as the employee. Reliable, informative, honest and straight forward. One who gets results and doesn't give up. A delight to work with and look forward to working with her in the future."* **Elio, Melbourne.**

## Memberships



## Community Spirit



Recruitment Success Group