



The Challenge

Hamilton Court FX had grown steadily for a number of years, establishing itself as a credible FX brokerage. However, the partners of the business wanted to rapidly scale the business and were looking for a sales recruitment specialist to help source high-calibre sales graduates to help achieve its sales growth ambitions.

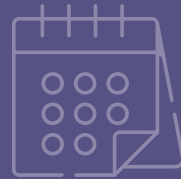
How We Helped

Hamilton Court FX engaged durhamlane having been let down and underwhelmed by another well-known sales recruitment firm.

We quickly set about devising a bespoke headhunting strategy, which centered around sales graduate selection days. Over the last 2 years and across three selection days, we've sourced 15 'cream of the crop' candidates.

Moreover, we've delivered 15 sales training and coaching workshops to help sharpen the skills and billing capabilities of the candidates we've placed.

Hamilton Court has also recently engaged us to deliver Outsourced Sales services to help accelerate their sales growth ambitions.



Have worked together for **2** years



Comprehensive Executive and Sales Grad Search



3 Selection Days



Candidates screened



60% Of candidates completed video interviews



Regular Training & Ongoing Coaching



Now undertaking Outsource Sales



"The whole process was effortless, informative and every contact point I had was professional. I would unreservedly recommend durhamlane as their attitude to getting the right fit was encouraging and they took our feedback on board - you could tell this with the candidates they sent us."

- **Mark Palmer, COO, Hamilton Court FX**