

Deritend



The Deritend Group Ltd has been in existence in its current format since March 2001, though its origins date back to 1898. Very much a 'people business' Deritend has evolved into a provider of engineering services to industry and commerce. With approximately 200 employees spread over 9 sites around the UK and a current turnover of approximately £13m the group has ambitious growth plans and to date have been very successful in achieving its targets. Compared with an industry average of less than 6%, Deritend achieved 13% real growth in 2003, they also have recently expanded their network with the opening of fully-equipped service/repair centres in Birmingham and Chertsey.

Shortly after joining the group, Stuart Smith, Finance Director, retained the services of CCL to assist with a business systems replacement project. "I had worked with CCL in my previous company so they were the obvious choice when, as a result of an MBO, I had to go to market for a new system" Stuart commented. So therefore, when, a couple of years later, he was faced with the rather sensitive task of recruiting a new Business Systems Manager, he contacted CCL with a view to utilising their Specialist Recruitment service.

"I realised that CCL's prior knowledge of Deritend, the people, culture and IT, coupled with their experience of working with clients in

the engineering service sector meant that the recruitment process for this key position would be in safe hands" Stuart said.

"We worked with our original Consultant, Graham Denny, as well as CCL's Recruitment specialist, Jerry Hayter. They conducted this confidential recruitment exercise in an extremely professional and structured manner. Their involvement allowed me to continue to focus on the day to day running of the business whilst they did all the preparatory work."



After an exercise, which consisted of both research and advertising, CCL conducted all the preliminary interviews and then presented Stuart Smith with a shortlist of three candidates.

Stuart concluded "I interviewed all three and found them to be very good candidates. I offered the position to the candidate that appeared to be the best match to our requirement and I have been delighted with the way that he has fitted into the organisation.

I wouldn't hesitate to recommend CCL's Recruitment Service to anyone in a similar situation. In fact CCL are shortly to commence a number of recruitment projects within a different department of the business."

