Employment Office in the market for a training acquisition

Recruitment company Employment Office is looking to diversify its revenue streams with the acquisition of a training provider, says chief executive Tudor Marsden-Huggins.

As well as recruitment, the company also offered clientscandidate screening tools and talent management software, but Marsden-Huggins said EO was looking to further diversify its income streams by extending existing services, like its behavioural testing suite, and moving into new areas like training.

Acquiring a training provider would allow EO to capitalise on its customer base for high-volume candidate assessment centres, said Marsden-Huggins, extending the one-day assessment into a one-week onboarding and training process.

"We're out there looking [for good acquisitions] but they're things that don't come up every day," he added.

EO was also expanding organically and recently moved its Brisbane-based team to a bigger office to accommodate its growing headcount. The company currently has about 70 staff globally and Marsden-Huggins said this would soon grow, with the addition of several key mid-level hires.

He said plans were also underway to open an office in South Africa, probably in Cape Town. The company was currently sourcing a local recruitment executive to run the new branch.

He said EO's steady organic growth was due in large part to the company's flat-fee recruitment model, which kept its earnings more consistent than other agencies, which tended to experience big highs and lows.

"I don't think we make a fortune in the good times, but we don't suffer and we haven't made anyone redundant at all... in the last four years," said Marsden-Huggins.

Meanwhile, EO announced the appointment of sales and account executive Martin Harvey.

Reference: Shortlist.net.au

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