



R³001

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Recruitment Consultancy Bucks Retail Trend

Yesterday's dire retail spending results show how the High Street struggled through the festive period with a like-for-like sales increase of just 0.2%, yet one retail recruitment consultancy saw its UK sales revenue increase by over 60% year on year.

Despite the British Retail Consortium yesterday announcing that retailers had experienced their worst December since 2004, R³ Resourcing has bucked the trend and not only escaped the worst of the downturn in the market, but posted the most successful results in terms of turnover and candidates-placed in the company's whole four year history.

Specialising in placing mid-to-senior-level candidates across the retail, leisure and sales sectors, R³ could have been expected to be hardest hit by the poor trading figures, but the opposite was true. "I know that some recruitment consultancies working in the retail sector have suffered, but we've been pleasantly surprised by the number of clients looking to find the right people, and of course by the quality of candidates seeking new positions" explained R³ Resourcing's Executive Director Daniel Cornwell. "A year-on-year increase of 64% is a great accomplishment in a buoyant market, but with the BRC announcing such poor results it makes the achievement of the whole team here even more impressive, and proves that focusing so strongly on providing excellent client service is a sound business strategy."

"We had planned to take on more Recruitment Consultants through the final quarter of 2007 and the first quarter of 2008, but business demands were such that we had to push those plans forward and hired an additional six members of the team in December alone" Daniel explained.

Well respected across the UK, and working with household names such as B&Q, Pizza Hut, Pets at Home and New Look, R³ is looking forward to continued business growth in 2008. "We have some

tough targets to meet” concluded Daniel, “and we’re determined that growing the business will in no way affect the standards of our client and candidate care, but the team are really motivated and January is already looking likely to overtake December’s figures so it’s very positive”.

For further information about R³, please visit www.r-three.co.uk, email info@r-three.co.uk or call the Birmingham office on 0121 632 5455 or Manchester on 0161 228 2800.

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