



## Red Box Recorders – Profile of client

The Red Box Recorders business was founded in 1988 to produce recording software for Racal Recorders, part of the then major communications technology group. Since then they have developed their own voice-recording product, specifically to meet the needs of the fast-growing VoIP market. UK-based and privately owned, Red Box work globally, in general through a strong partner network. As a result, they can offer customers everything from sales to support wherever they are.



### Question

Red Box Recorders hold very high staff retention so do not require recruitment services very often. However, when they had a vacancy for a new Technical Engineer to join their team they looked to outsource the recruitment. Due to workload there was no one internally who would be able to dedicate the time needed to source and evaluate the quality candidates required for this position.

Having used Recruitment Agencies in the past, management were anxious about receiving irrelevant candidates who didn't match the job requirement, especially when there is often such a high recruitment fee involved. How could Red Box Recorders guarantee a quality candidate from a 'one-off' outsourced recruitment process?

### Answer

After researching the market, Red Box Recorders sent their job specification out to a range of Recruitment Consultants. SkillVault received the specification and spent time researching and testing suitable candidates from their CV database and put them forward.

All candidates were taken through to the interview process and one of them was recruited.

### SkillVault Achievements

Red Box Recorders sent out their job specification to over 60 Recruitment Consultants and chose SkillVault to manage the recruitment for their vacancy. SkillVault were able to supply quality candidates that were all suitable for the position due to their understanding of client requirements and the tools they have access to such as Psychometric testing. SkillVault look forward to recruiting for Red Box Recorders in the future.

### Iain Worthington, Managing Director of Red Box Recorders, comments:

*"We sent our job specification to a range of recruitment consultants. SkillVault sent 4 CV's; they were the best we saw from anyone. When we met their candidate, we knew even at the first interview that he was the person for us. We like the fact that SkillVault have sector experience, as we feel that this helped them to provide us with a strong set of candidates, all of whom could have fitted our job requirement perfectly. We will definitely be using them going forward".*

