

# Press Release

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## **FINDING TALENT THE TRADITIONAL WAY**

CALX EUROPE goes back to traditional ways of acquiring key Talent for businesses.

FRUSTRATED MANAGERS WASTE TOO MUCH TIME AND MONEY RECRUITING SECOND BEST BECAUSE OF TIME AND BUDGET PRESSURE:

"One of the biggest single causes of loss of profit to any Company is the cost of bad recruitment", says Nigel Dunn, Principal at Calx Europe. "So many times I personally made the mistake while running Companies and Sales Teams of taking second best because a) time pressure because I would lose the headcount or b) sales pressure because I needed a warm body to fill a slot. And recruitment companies don't help either - they just throw CVs at the client from a central database based on keywords in the vain hope one might catch the client's eye. I have seen so many Companies hire and fire

executives and salespeople quickly because they could not afford the time to recruit sensibly.”

Calx Europe has gone back to traditional methods to help Companies find the right talent at the right time so saving clients valuable management time and money.

Calx Europe does not advertise or trawl databases throwing the same old CVs at clients. Its methods are based around working in partnership with the client to properly profile the individual required against the position to fill, people to work with and key goals required of the individual. Calx Europe then undertakes a bespoke search to find individuals who are exceptionally successful in similar roles, approaches them, profiles them in detail, motivates them to work for the client and finally makes a short list of recommendations for interview.

“Frankly, the last thing I look at is the Job Description - finding the right, exceptional talent that will not just be able to do the job but add long term, sustainable value to my clients is the most important part of the process,” says Dunn. “Calx Europe’s goal is to not just save time and money for clients but to make them money by getting the right talent, at the right time.”

About Calx Europe:

Calx Europe is a Professional Business Services Company based in Hertfordshire, UK. Calx Europe specialises in acquiring senior executives for Corporations, managing market entry into Europe for US Companies, advising UK start ups on business plans and funding acquisition and

business turnarounds. For more information please visit the website at [www.calxeurope.com](http://www.calxeurope.com), send an email to [info@calxeurope.com](mailto:info@calxeurope.com) or call on +44 (0)20 7193 2356.

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