

# The HSBC Award for Best New Business

## The Work Shop Resourcing Ltd.

**Contact:** Shelley Alger (Company Director)

**Phone:** 01425 489393

**E-mail:** info@thework-shop.co.uk

**Website:** www.thework-shop.co.uk

The Work Shop Resourcing Limited are an independent recruitment agency involved in both temporary and permanent recruitment to the commercial, accounts, sales and technical areas.



The business was started from scratch with Shelley working on her own in an office in Ringwood. She had only moved to the area recently so at the time had little knowledge of potential clients within the local geographic area. The business has grown rapidly however and is now turning over £30,000 a month, and well on target to reach £500,000 in 2006/7. In addition, the workforce has grown to 4 and is likely to increase as the business continues to grow.

The business plan has been vital during the initial 18 months. Whenever the company needed an extra 'push' the plan has been allowed the team to identify early on what was needed and they have staffed and skilled themselves accordingly.



While the client base has built up rapidly with new clients often being identified from adverts in the local press, repeat business is consistently frequent demonstrating high levels of customer satisfaction. Similarly the list of candidates has grown rapidly. Up to 10 applications are received each day allowing the team to offer an increasingly high standard of candidates for interview.

Shelley has made excellent use of local networks and support from local associations. A member of the Ringwood Chamber of Commerce and Trade, she regularly attends networking events which has proved to be an excellent way of boosting her customer base.



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