

Marketing Resources In Australia

Marketing Resources are pleased to announce the opening of a new office in Melbourne, which will focus on Professional Services appointments across the Australasia and Far East region.

Comments Giles Taylor:

"We have been recruiting across Asia Pacific since 1995 in all key centres from Sydney to Hong Kong. This market is a vital part of our global offering and by having a dedicated Australasia and Asia Pacific team we will be able to offer Professional Services employers a highly focussed service while also helping individuals at all levels who are looking to move locally or internationally."

The team is headed by Giles Taylor, Director who has extensive experience in recruiting globally plus two consultants, Greer Benson, an Australian national who has rejoined Marketing Resources and Crystal Evans who joins from a British research and consulting agency. Crystal speaks Cantonese and dialects of Malaysia.

Our contact details in Australia are: Tel: +61 3 9909 7343
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Our .com.au website is under construction.

About Us

Victoria Capsey, Senior Consultant
Contract and Property Specialist



We are pleased to announce that Victoria has recently been promoted to Senior Consultant and she is working closely alongside Giles and Colette recruiting marketing and business development specialists across the Professional Services Sector. She focuses on the more junior end of the market and handles all positions from Administrator through to Assistant and Junior Executive.

Giles Taylor, Director
London, Senior and International Specialist



Giles is the founder of the Marketing Resources team and has unrivalled professional services sector experience and a network of contacts second to none. He focuses on senior level, management and international appointments and works extensively with legal firms.

Colette Norfolk, Associate Director
Nationwide Specialist



Colette recruits marketing and business development specialists for Professional Services practices in all areas of the UK as well as for Executive/Senior Executive positions for legal firms within London. Having joined Marketing Resources 7 years ago, she also has a wealth of experience and sector specific knowledge.



Executive Search

Another Option From Marketing Resources

"As the demand for top quality, senior marketing and business development specialists increases, so it raises the question of how to source these candidates. "



Giles Taylor, Director
London, Senior and International Specialist

As the demand for top quality, senior marketing and business development specialists increases, so it raises the question of how to source these candidates. Having recruited Board-level Directors for the past 11 years, Marketing Resources are ideally placed to help, and due to a high demand from our clients we now have a specialist 'Search' division.

In order to identify a number of leading players within a specific set of criteria, we can provide a thorough research function to distinguish a target list of 'prospects'. We will approach targeted candidates as well as additional specialists from our vast network of contacts and if appropriate undertake an initial screening. Once completed Marketing Resources will make introductions to the client and then manage the whole process through to offer and successful conclusion of the project.

Marketing Resources are also able to run an Advertised Search and Selection Campaign where we are able to organise high-profile media campaigns and the detailed screening of relevant candidates through to selection and submission of a shortlist to our client.

Of course it may be that we will already know exactly the types of managers or directors that you seek in which case we can revert to a recruitment campaign.

Please contact Giles Taylor for further information on 020 7242 6321 or email gtaylor@marketingresources.co.uk.

Clementi Report - In Brief

2007 will see one of the most significant changes in the way in which legal services are bought and sold.

What is the report?

In July 2003, the Government commissioned Sir David Clementi to report on and review the regulatory framework for legal services in England and Wales. In brief, the Clementi report will promote increased innovation and competition.

What is its effect on the market?

One of the recommendations of the report is to permit non-lawyers to become involved in the management and ownership of firms providing legal services.

Once the preserve of law firms, the legal services market is now preparing itself as services will be distributed through banking, insurance and retail outlets. This is an unprecedented opportunity for financial institutions and retailers to provide a range of legal products that directly complement their suite of financial services.

The main benefit for clients is that of a simpler system giving the opportunity to deal with one practice, rather than several.

Not only may we see non-legal firms providing legal services but it is anticipated that some legal firms will join forces in order to be a 'one-stop shop'. Larger law firms may also absorb some of the smaller firms, vastly changing the dynamics of the market.

How does this affect PS Marketing & BD teams?

The by-product of the proposals is that competition will increase and there are likely to be fewer opportunities for less client-focussed individuals and firms.

Consequently this will force practices to raise the bar in terms of marketing, business development and client management as existing firms compete in a tighter market place and different methods are pooled in newly formed mixed-practices.



Colette Norfolk, Associate Director
Nationwide Specialist

Contract Opportunities

Short and long-term contract assignments are still popular with both candidates and clients alike due to the flexibility that these positions can offer.

Candidates are able to gain experience and exposure in a variety of professional services organisations, which allows them to build upon their existing skills and develop professionally.

Clients are also discovering that contract positions provide them with the opportunity to mould and refine their requirements internally, especially when experimenting with new roles.

We continue to receive a stream of strong candidates from a professional services background who are available immediately and ready to 'hit the ground running.'

Property is still a booming area in terms of marketing and business development recruitment. These organisations are keen to recruit candidates from across the professional services board in order to inject their firm with new perspectives and skills.

Likewise we can also assist candidates with specific property experience as we often have opportunities within this sector that will serve as the next 'stepping stone' in your career.

We have recently recruited successfully for the likes of Prudential Property Investment Management, Atisreal, Chesterton and Cluttons so please do not hesitate to contact us with any further questions or queries.

The Property Sector



Victoria Capsey, Senior Consultant
Contract and Property Specialist