

Outsourcing for business

Scouring the world for the perfect people

Companies that are seeking the right candidate can get help from the NPWorldwide's international network of specialist recruiters, writes **Vanessa Gray**.

Whether you're a recruitment provider that is helping a chief executive find the right person to head up a Hong Kong operation, or assisting a Sydney-based multinational to find HR managers for its statewide offices, NPWorldwide can make the task a lot easier.

For more than 60 years global recruitment network NPWorldwide has been bringing independent global recruiting firms together to find the right candidates from around the world.

NPWorldwide is a network of about 500 specialist recruitment firms and more than 2000 partnered recruiters located across Australia, New Zealand, Europe, Asia, Africa and the Americas.

By using this global network, NPWorldwide members work together to facilitate split-fee placements, so recruiters can share information to fill positions with the best person for the job. The strength of having a member-owned network means firms can dive into a pool of collective knowledge and expertise.

Recruitment service Arnold Group Australia is a member of the network and has found it useful in

extending their services. Glenn Arnold, the director of Arnold Group Australia, says the strength and depth of NPWorldwide are unique.

"Not only do you engage with an owner-operated recruitment business, which has a very strong vested interest in ensuring that the right people are recruited into your business, but you also have the added strength of a vast national and global network of, in most cases, specialist recruiters," Arnold says.

Many businesses face the challenge of knowing which specialist recruiters can assist with filling the more technical and difficult roles. Building a relationship with a firm that is a member of NPWorldwide taps into national and global knowledge, and makes the process easier as members work closely together to share resources and find the right people.

Because NPWorldwide is owned and serviced by its members, each recruitment service is invested in the long-term success and growth of the network.

"Having a relationship with a recruitment firm that is a member of NPWorldwide takes the pain out of trying to develop a new relationship with an unknown recruitment firm," Arnold says.

"You don't need to negotiate new terms or rates. You just work to the existing arrangements you have with your trusted provider."

The support NPWorldwide offers is ongoing and diverse. Members offer services such as career



A recruiting network such as NPWorldwide uses its members' collective knowledge to locate the perfect people its clients need. PHOTO: MOODBOARD/AAP

transition, outsourcing and coaching, psychometric assessments, assessment centres, temp payrolling services, legal services for contracts and immigration, as well as resume and social media profile assistance.

"If you have a specific need then you only need to ask. Being nimble providers means that customised solutions are not difficult to achieve," Arnold says.

Although each NPWorldwide member is a privately owned company, its membership to the organisation creates a unique business model.

"There is a strong culture of trust and transparency between members, and a genuine desire to collectively solve problems for their clients," Arnold says.

"This is all governed by strong and ethical bylaws which are overseen by a Global Board of Directors and a team of staff. Each member embraces this culture of good and ethical behaviour."

Ask your recruiter if it's a member of NPWorldwide.

For more information, visit npaworldwideworks.com



NPWorldwide

Recruitment Network



The most powerful recruitment capability in the world!

Is your search for the ideal employee local, national, or global? When you work with an NPWorldwide-affiliated recruitment firm, you are leveraging the expertise of a trusted network with 500 member locations and more than 2000 partnered recruiters. Members work cooperatively to provide you the ideal talent for open positions across Australia, New Zealand, Asia, North America, Latin America, the UK and EMEA.

Learn more at: www.npaworldwideworks.com

Or get referred to a member firm by contacting
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