

**concept.**  
talent & tech. connected

# Corporate Functions

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Hiring solutions for positions across corporate functions.



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connected.

# Contents.

Who we are.

---

1

Who we work with.

---

2

Corporate Functions.

---

3

Sectors we serve.

---

4

Hiring services.

---

5

■ Our solutions.

---

Case Study

---

6

Contact us.

---

7

# Who we are.

Over two decades of  
talent consultancy.

**Permanent talent  
solutions to support  
your evolving needs  
across corporate  
functions.**

With technology moving this fast, you need an agile talent partner to keep up. Concept simplifies your hiring process by sourcing, recruiting and deploying employees that fit, as and when you need them.

At Concept, we do more than just connect businesses with tech talent. We're industry experts with a global reach, ensuring swift and consistent talent solutions.

Our consultants bring a unique blend of knowledge, passion, and expertise to the table, fostering lasting relationships that stand the test of time.

**£26m**  
turnover  
in 2022

**We're  
growing**  
with a team of  
**80+ staff**

placed over  
**30,000**  
**candidates**

\*both permanent & contract positions

Providing fully managed, end-to-end solutions, including both talent attraction and outsourcing options, you can rely on Concept as an extension of your internal team, ready to fully support. Whether you're a fast-growing scale-up or an established brand looking to expand, we tailor our solutions to fit you as your business as it grows.

# Who we work with.

➔ We collaborate with diverse technologies businesses, from startups to established firms, and with tech-focused entities like MSPs, VARs, and Re-sellers who have a strong growth trajectory.

Leveraging our comprehensive talent services, these organisations swiftly scale with strategic hires across a range of functions.

Our goal? To fuel your innovation, growth, and ambitions at every turn.

## Our partners.

maintel 

Softcat

 digital space

 CloudKubed

boxxe

one|stop

  
Lima®

  
SCC

Huel®

# Corporate Functions

Lay the foundation for a resilient organisation with our expert recruitment consultants across a range of functions including HR, Procurement and Finance.

A successful business is only as strong as its corporate foundation. Every unit, from Human Resources to Procurement, plays a crucial role in defining the company's direction, culture, and growth potential.

At Concept, we bring a deep understanding of roles across all corporate functions, providing you with the talent that seamlessly integrates into your business. Beyond sourcing, we provide adaptive solutions like Retained solutions, Executive Search and outsourced solutions such as Managed Services.

Whether it's strengthening your Supply Chain or ensuring financial robustness, our mission is clear – to optimise your operations with dedicated, skilled professionals.

**Build the  
backbone of  
your business  
with top talent.**



# Our capabilities.

## Procurement

**Increase supply chain efficiency with experience-backed procurement professionals.**

Sourcing procurement pros who strategically acquire, ensuring quality and cost optimisation.

- Procurement Directors
- Procurement Managers
- Strategic Sourcing Specialists
- IT Procurement
- Supplier Relationship Managers
- Category Managers
- Procurement Analysts
- Purchasing Officers
- Buyers
- Vendor Management Experts
- Contract Management Specialists
- Supply Chain Coordinators
- Logistics and Distribution Managers
- Commodity Buyers
- Cost Analysts
- eProcurement Specialists
- Negotiation Experts
- Global Sourcing Managers

## Supply Chain

**Find the supply chain professionals who'll make every link in your chain stronger and more efficient.**

Recruiting the supply chain experts who streamline and optimise product flow, ensuring timely delivery and efficiency.

- Supply Chain Directors and VPs
- Supply Chain Manager
- Production Planners
- Materials Managers
- Logistics Coordinators
- Warehouse Operations Managers
- Inventory Analysts
- Demand Planners
- Sourcing Specialists
- Distribution Center Supervisors
- Transportation Managers

# Human Resources

**Positioning HR experts who cultivate company culture, nurturing talent and ensuring workplace harmony.**

Meet the HR experts who'll shape and nurture your team culture.

- HR Directors and VPs
- Organisational Development Specialists
- Compensation & Benefits Analysts
- Employee Relations Managers
- Learning & Development Coordinators
- HR Business Partners
- HR Analysts
- HR Administrator
- Training and Development Managers
- Employee Wellness Managers
- HRIS Specialists
- Diversity & Inclusion Managers
- Labor Relations Specialists

# Finance

**Aligning organisations with financial experts, ensuring fiscal health and strategic economic growth.**

Discover financial experts who don't just count numbers, but make them count for you.

- Chief Financial Officers (CFOs)
- Finance Directors
- Finance Managers
- Financial Controllers
- Financial Analysts
- Tax Consultants
- Risk Managers
- Auditors
- Senior Accountants
- Investment Analysts
- Credit Managers
- Management Accountants
- Finance IT Specialists
- Mergers & Acquisitions Advisors
- Compliance Officers
- Portfolio Managers
- Payroll Administrators

## Commercial

■ **Run your commercial operations effectively with our highly-vetted professionals.**

Shape a powerful online narrative that attracts the right people with talent that fits.

■ Commercial Directors  
Commercial Managers  
Commercial Officers  
Commercial Assistants  
Commercial Analysts  
Commercial Account Managers  
Contracts Managers  
Administration Assistants  
Operations Managers  
Heads of Operations

“**Concept make it their responsibility to provide you with the top people. Not just any talent, but the ones that fit in with your work philosophy, ethic, and attitudes.**”

Managing Director, Managed Service Provider



# Our services:

# Talent

**Talent that'll stay.  
Service you'll come back for.**

Struggling to find the right talent? From wasting time sifting through CVs to unqualified interviews, we know hiring can be draining.

Concept's Talent service streamlines your hiring process with flexible solutions for permanent and contract roles, using a consultative approach with data-driven techniques to fully understand your requirements.

## Talent solutions.

### Retained

An exclusive tech hiring agreement that promises results.

### Executive

Find your next leaders: lead your organisation to new levels of success.

### Managed Service

Providing flexible and strategic talent acquisition with mutually agreed SLAs.



# Talent solutions.

## Retained

**An exclusive tech hiring agreement that promises results.**

- ‘ **Exclusive Access**
- ‘ **Genuine Representation**
- ‘ **Personal Understanding**

Enter a dedicated partnership with us, as we commit to filling your open roles for a set fee. This close collaboration allows for a deep understanding of your needs and a tailored approach to finding the ideal candidates.

**Find your next leaders: lead your organisation to new levels of success.**

- ‘ **Long-Term Vision**
- ‘ **Leadership Synergy**
- ‘ **Exclusive Talent Pool**

Our exec search solution revolves around identifying and securing leaders who will take your business to the next level. A meticulous and confidential journey tailored to meet your needs and long-term goals.

## Executive

## Managed Services

**Providing flexible and strategic talent acquisition with mutually agreed SLAs.**

- ‘ **Fully Outsourced**
- ‘ **Mutual KPI/SLAs**
- ‘ **F2F & video interviews**

Streamline and simplify your hiring process. With a focus on seamlessly blending fantastic-fit talent into your operations, we take on the intricacies, so you can concentrate on your core business functions.

# No gimmicks, just clear results that make an immediate difference.

## **Flexible Hiring Models**

From contract to permanent tech roles, we offer hiring solutions tailored to fill any position.

## **Time-Saving**

Skip the arduous task of candidate vetting; we handle all the candidate screening for you.

## **Exclusive Talent Pool**

Gain access to highly qualified candidates from our exclusive talent database.

## **Data-Driven Matching**

We use advanced algorithms alongside human expertise to find your ideal candidate.

## **Consultative Approach**

We take the time to understand your business, ensuring candidates not only fit the role but your company culture too.

## **Accredited:**

Our team holds accreditations and security clearances which give them the ability to find and confirm via ListX.

## **Relationships**

By building long-lasting partnerships we tailor our offering to best fit your needs, with mutually agreed KPIs and SLAs.

## **Straight-Forward & Honest**

From our first conversation to the final handshake, expect a straightforward approach, with no last-minute surprises.

## **Account Management**

Our structure means our clients receive quality service with a named contact alongside a team of specialist consultants.



# New Division Leadership, Hiring Through a Retained Process

**Client:** Leading international manufacturer

**Employees:** 250+

**Challenge:** Mobilising a new division within a procurement structure.

The client faced the task of building a new division promptly, requiring the recruitment of senior leaders and consultants. The timeline was critical, aligned with the SLAs of the recently acquired contract, putting pressure on the hiring team to meet the deadlines and deliver on the project's requirements.

## Our Solution

Concept collaborated closely with the client to develop a retained process specifically designed to fill the three key positions in the new division. This collaborative approach allowed both parties to establish a clear timeline, providing the hiring team with the assurance that deadlines would be met. Additionally, the retained process enabled Concept to conduct a comprehensive market mapping, ensuring access to the best talent on a national scale.

## The Challenge


Our client were mobilising a new division within their procurement structure following a significant contract win. We needed to hire a blend of senior leaders and consultants to elevate the existing team's capability and meet the new project's demands. This needed to be delivered against a strict timeline which was outlined within the SLA's of the new agreement.

## The Outcome

Concept delivered a shortlist of candidates with accompanying video interviews, which covered the key questions from the hiring team. This list was then filtered to a final two candidates for each position and appointed within the agreed timeline.

Each candidate offered accepted within budget and with no counter offer restrictions, in part, to the quality of the recruitment process they'd been engaged in and the clarity and consistency of the engagement.

# Contact us

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Service  
Supplier

 **APSCo**



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