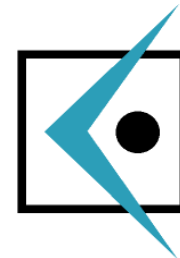




KEILLAR RESOURCING LTD

Specialists in Investment & Wealth
Management Recruitment



**KEILLAR
RESOURCING**
RECRUITMENT SOLUTIONS

www.keillar.com



ABOUT KEILLAR RESOURCING LTD

Keillar Resourcing is an award-winning specialist in Investment & Wealth Management recruitment – both nationally and internationally

We focus on the recruitment of those that advise and those that sell and support those that advise.



Recruiting on behalf of Asset Managers (Traditional and Alternative), Life Companies, Financial Advisers, Private Banks and Wealth Managers both established and emerging.

We have recruited into all of the UK's financial centres, onshore and offshore as well Asia, continental Europe, South America, Africa and the Middle East.

Keillar Resourcing specialises in the areas we understand:

Wealth Management
Investment Research
Marketing

Financial Planning
Intermediary Sales
Proposition Development

Client Relationship Management
Portfolio Management
Product Specialists





WHY CHOOSE KEILLAR RESOURCING?

- Nearly 20 years of successful recruiting for established and emerging financial services companies in the UK and overseas.
- Recruitment into all of the UK's financial centres, onshore and offshore as well as Asia, continental Europe, South America, Africa and the Middle East.
- We personally interview all candidates.
- In addition to our own resources we regularly work with other selected specialist recruiters.

- **Delivery** - we have successfully completed individual and group assignments including:

Head of Sales

Head of Financial Services

Marketing Director

Broker Consultant

Portfolio Manager

Product Specialist

Equity Analyst

STEP Practitioner

Regional Sales Team

International Sales Team

Investment Sales Team

Telephone Account Team



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Candidate Attraction

Database

Keillar Resourcing has an extensive database of experienced candidates, many of whom have been recommended to us for both career advice as well as career opportunities

Methods of attracting candidates

- Recommendation and referral
- Research
- Industry affiliations
- Personal connections
- Targeted advertising

Additional Resources

- We work in partnership with like minded specialist recruiters
- TEAM & NPA Worldwide, national and international networks of independent recruitment experts

Press, Websites & Social Media

- Investment Adviser
- Keillar.com
- LinkedIn
- Financial Adviser
- efinancialcareers.com
- Twitter





WHAT CLIENTS AND CANDIDATES SAY ABOUT KEILLAR RESOURCING?

'Adds value'

'I wish I had their advice earlier'

'really knowledgeable'

'treat people properly'

'the WD40 that smooths the candidate/client experience'

'very discreet'

'trusted source'

'genuine advice'

'personal service'

'change peoples' lives for the better'

'concerned about us - not just the fee!'

Candidates:

- *"Thank you for the congratulations but I would just like to say that you have been an absolute professional to deal with, taken the time to get to know who I am so that the roles you have put me forward for have been top class. (A lot of your peers could learn loads from you.) I am glad that we both got the result we were looking for and that I had you on my side."*
- *"You have been absolutely exemplary in your unceasing efforts to market me to your clients."*

Clients:

- *"We would like to thank you for the quality of the candidates and the excellent service which you have provided throughout and we look forward to an enduring and mutually rewarding relationship."*
- *"Your company is the **ONLY** recruitment company that operates to this exacting standard in my experience."*



OUR SERVICES

Search and Selection

- The majority of our work is carried out on a 'Search and Selection' basis, making use of our database, ability to ask for and receive referrals and recommendations as well as constant research.

Retained Search

- Where the vacancy is very specific or complex we would recommend using a 'Retained' service in order to generate binding commitment from both parties.

Managed Service (RPO)

- Using selected business partners and TEAM we now offer a 'Managed Service' using the neutral vendor model, which encourages our business partners to support your recruitment activities.

THE KEILLAR TEAM

***All** Keillar Resourcing employees pride themselves on operating in a highly ethical way, treating candidates and clients with integrity at all times.*



David Hill, MCSI

Having previously worked for Brewin Dolphin and Barclays Wealth, David entered recruitment in 1997. As an 'Executive Recruiter', his focus is on 'buy side' recruitment, covering investment and wealth management assignments across the UK and overseas. David is a member the Securities Institute, having passed the Securities Institute Diploma, the IMC and the Financial Planning Certificate.

Harris Keillar - Managing Director

Harris has thirty years' recruitment experience, with the majority being within financial services. MBA qualified, he was a director with one of the large nationals prior to opening Keillar Resourcing in 1996. Much of his time is spent advising clients and candidates on their career options and assisting client companies with their expansion plans. Harris is a Fellow of both the Chartered Institute of Personnel and Development and the Institute of Recruitment Professionals.



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