

Rosemont deploys Invenias to support its knowledge-based approach to search

Cloud-based platform will allow company to strengthen client relationships and deliver better service

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Invenias, the leading cloud-based platform for executive and strategic hiring, has announced today that Bristol-based Rosemont has implemented its platform in order to support its knowledge-driven approach to search. Rosemont has distinguished itself from other search firms operating in the construction space by focusing on a connections-based model in order to better match a potential employee with the right role. It required a system that would provide it with in-depth intelligence in order to deliver more rapid and effective results to clients.

Craig Davidge, founder of Rosemont, commented: "We've doubled in size every year since 2012 because we operate differently to other search companies. We don't want to be one of many companies calling up candidates – we want to be in a position where we can immediately establish context and relevancy to our call. The fact is that in 90 per cent of cases, money is not the key motivator for a candidate to move, so to get the best talent in front of our clients we've got to really understand their connections, skills base and background.

"The Invenias platform will significantly enhance the insights our team has in order to conduct smarter searches underpinned by quality data. The net result will be productivity gains for staff through effective knowledge sharing. All too often a company's IP is locked away inside the heads of its employees, rather than recorded centrally. We didn't want to fall into this trap – we want to harness the knowledge of our consultants and apply it to the advantage of our business," Davidge concluded.

Usability was a key consideration for Rosemont. The interface of its previous system meant that consultants were continually having to click in and out of screens, causing frustration as it wasn't possible to truly work 'in' the data. With Invenias, users work seamlessly from within Outlook, better connecting staff to the data they need and enabling them to refine the search criteria with more accuracy.

Alongside the core platform, Rosemont will also make use of the recently announced Invenias Client, to give its clients better access to the status of search briefs, and also to empower them to share feedback on candidates in real-time. Such capabilities will help Rosemont to strengthen its client relationship and deliver a more effective service to them.

David Grundy, CEO, Invenias, said: "Data is essential to any search firm – but to unlock its riches, you need a system that can make it meaningful. By helping search companies to understand candidate connections, skills and applicability to a role both through data and real-time communications with clients, we've created a powerful system that offers meaningful insights. As Craig says, it's that kind of accuracy on which his business is both built and differentiated by. We're delighted to be working with Rosemont and hope to play a key role in driving its impressive growth."

About Invenias

Invenias® is a privately owned software company whose cloud-based platform for executive and strategic hiring enables executive search firms, specialist recruitment companies and in-house executive talent acquisition teams effectively run their business. Easy to use, cloud-based desktop and mobile applications enable customers to deliver better assignments, build stronger relationships with clients and candidates and transform the productivity of their operations. Incorporated in 2005, Invenias serves thousands of users in over sixty countries across the globe. Invenias is headquartered in Reading, United Kingdom, with additional offices in Europe, the US, Australia and Malaysia. Invenias has a global strategic partnership with the Association of Executive Search Consultants (AESC). For more details on Invenias, please visit www.invenias.com.

About Rosemont

Rosemont Recruitment was founded in 2012 and specialises in senior level recruitment in the built environment, residential development, building and civil engineering, consulting engineering and architectural and town planning. It is headquartered in Bristol.

The company is a member of the Association of Executive Recruiters and has recently achieved Silver Investors in People.

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