



Why Property Recruitment?

Why did we choose to specialise in property?

Foundation Recruitment is a specialist consultancy within the property recruitment market. When the 2 Directors started the business in 2009, they brought over 20 years experience gained working both directly within the property investment market and property recruitment. This depth of knowledge, contact network and professional credibility gave Foundation the initial momentum to gain traction, particularly crucial given the challenge of the recessionary market that the company launched into.

The way our business has grown has been driven by the market; we initially started in general practice surveying (Our MD's professional background), which has led us onto a natural progression in shopping centres, airports, marketing, facilities management and BIDs; the list goes on and the opportunity for further diversification is clear.

In addition, we have an international team who deal with all clients outside of the UK. We managed to work in over 20 countries last year, demonstrating that the market is not only thriving in the UK but is really flourishing internationally, growing our business on a global level!

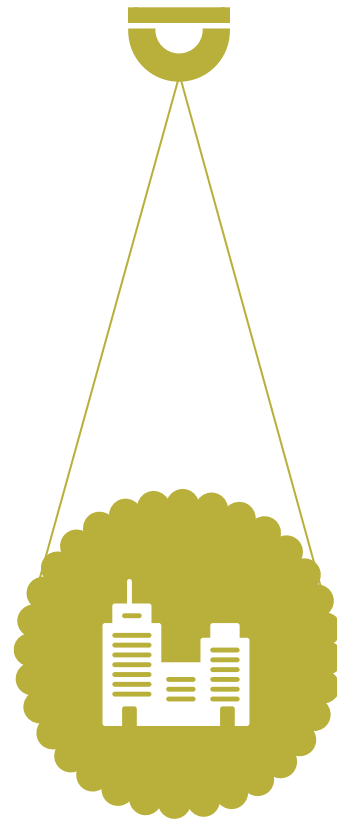
As a business, we passionately believe that our role is to offer solutions to problems and create opportunities. This mentality underpins the manner in which we work – with an ardent focus on quality and accuracy - and has led to our strength and success to date.



What's the benefit for recruiters joining the sector?

The property recruitment market is an extremely exciting sector to work in. The market is diverse and there is such a wide variety of roles on offer. The property market is strong and demand for talent high. From a recruiters perspective this means that fee potential is attractive which of course goes hand in hand with bonus potential!

Another great thing about property recruitment, particular in the Shopping Centre Management sector is that the candidates are so engaging, experienced and ambitious, which makes the candidate generation and the 'sell' of candidates to clients much more interesting, across the whole of the UK AND internationally!



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What does BREXIT mean?

We are aware that there are various news articles and reports which may perceive the property market as 'risky' or heading for a tough time ahead following BREXIT which may cause concern. However, Foundation Recruitment was set up in 2009, in the midst of the recession and we have managed to grow year on year within both domestic and international markets, so BREXIT does not faze us! To give you an insight of the market's current strength following the

'worry' of BREXIT, we can confirm that the last two months of 2016 were the best two months Foundation Recruitment has ever experienced since the business started!

BREXIT is a mere challenge that makes the sector even more interesting and has actually had numerous positive impacts including a surge of foreign investments from international investors and smaller players have become much more acquisitive!



What's the future of the property industry?



In truth, the future prediction of the industry is uncertain and can't be foretold. However, the current developments that are occurring throughout the industry are showing confidence; you may have noticed yourself, it is hard to walk through a major city without seeing a crane or a development under construction!

The sheer volume of inbound investment we can see coming through and the size of plans that are being proposed - and more importantly approved - are showing an extremely buoyant and lucrative future.



What can you expect as a new recruiter?

Joining Foundation Recruitment allows you to carry the company brand image, which is highly recognised in the market as a specialist. The property sector is close knit, which works in our favour as we do carry such a strong reputation which is highly recommended we find ourselves receiving an exceptional amount of repeat and referred business. This demonstrates that anyone considering joining the sector needs to be confident in building strong relationships as many clients have the potential, if managed carefully to be extremely long-lasting. In our sector, combined with the way we work, you will not need lots of clients to be successful.

You will be encouraged to develop deep and long lasting relationships with a relative handful of clients who will ultimately begin to rely on you for their recruitment solutions.

We spend a great deal of time training and investing in our Consultants to become specialists in the property market. We place you within a team which we feel you will thrive in so you can become a true specialist in your niche arena. We're not saying it will be easy, it's a challenge that you have to be ready for, but if you are, the rewards can be substantial!

