

Our Value Proposition



INTERNAL USE ONLY

Peoplebank at a glance

- 200 staff and over 20 years experience in the industry
- 350,000 quality IT&T professionals in our talent pool
- 5000 candidates placed each year
- More than 3000 contractors on assignment across Australia at any given time
- Over 100 preferred supplier agreements in place
- Annual turnover of approx. \$580m

Our vision

“We aspire to be the best recruitment company in Asia Pacific, the number 1 choice for our employees, clients and candidates.”

What We Promise

In 2009, we introduced a set of standards called Our Promise. Central to these standards is a pledge we ask each and every Peoplebank employee to make – it’s our pledge to delight our customers, be accountable for our performance and deliver consistently outstanding service to our clients, candidates and contractors across Australia.

How We’re Different

We’re Specialists, Not Generalists

Our consultants are IT&T specialists - they offer in-depth knowledge of the technical and behavioural skills required to excel in IT&T roles. Our recruitment teams are also organised into industry verticals so when we receive a brief from a client we can assign a team that has a thorough understanding of the industry and the current market drivers.

We Can Find Candidates Faster

Our CRM technology is the fastest and most accurate cloud-based recruitment management system on the market – and we use it. It has industry-leading applicant tracking capabilities and a powerful CV parsing tool with an automatic coding facility to update our talent's key skills, employment information and education history.

National Redeployment Program

Our National Redeployment Program finds a new role for contractors that are finishing up. This is an industry first program and successfully qualifies the skills and requirements of the contractors, emails them new jobs each week and flags them back to Account Managers to follow up and place.

We Can Support You Across Asia Pacific

Our strong presence in Singapore and Hong Kong, and our focus on further expansion throughout Asia, means we're in a prime position to support and service clients throughout the region.

We Find the Best People... Wherever They Are

Our recruitment consultants, assisted by in-house marketing and talent management teams, continually create some of the most creative candidate attraction tools and strategies available.

Some of our key clients

Telstra, Optus, CBA, NSW Gov, Federal Government, ANZ, NAB, Coles, Westpac, Fujitsu, Qantas

Aon Hewitt Best Employer Award

We are the only recruitment agency to be awarded Best Employer accreditation in 2012 & 2013.

It highlights our efforts in creating a great place to work for our employees.

It reinforces our continued focus to achieve our vision of being the best recruitment company in Asia Pacific, the No. 1 choice for our employees, clients and candidates.

It means we value the passion, expertise and commitment our employees bring to work with them every day, and support this by providing them with great leaders, direction, development, rewarding work and celebrating achievements.

What it means for our clients....

More valuable relationships with clients

An increase in engagement over the past 3 years of 17%, has resulted in an 11% increase in the satisfaction our employees derive from client relationships.

Reduced turnover

Peoplebank's average length of service is (4 years) is twice as high as the recruitment industry's average turnover rate (2.1 years). This means we can provide more long term relationships and take the time to understand our clients business', as well as grow with our clients. It also enables our consultants to obtain a deep understanding of our client's culture and workplace, and utilising this to find the best fit candidates for our clients.

We walk the talk!

We truly understand the importance of engagement and the strategies our clients implement to provide an engaging workforce, and we set those same standards for our own workforce.

Best candidate experience

Our consultants provide a highly professional experience to candidates, which will continue to become increasingly critical in a continually growing candidate short market.