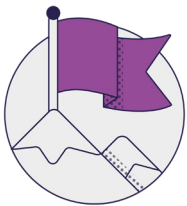


## Organisation Overview

XMA are a value added supplier of IT products and services to business and public sector organisations all over the UK. With 5 offices in the UK and a turnover of over £400 million, XMA sit within the top 10 of CRN's top VARs list and are one of the UK's top performing IT resellers.



## Recruitment Challenge

Robertson Sumner were engaged by Tony Brooker, Sales Director, as the company was looking to grow their Account Management team in both St Albans and Weybridge offices. As a business, they did not have any in-house recruitment specialists so were struggling to locate and attract the correct calibre of candidate.



## The Outcome

Working within the active candidate marketplace, Robertson Sumner was successful in sourcing, introducing and placing all 10 candidates between the two offices in a 6 month period. In addition to this, every candidate who had secured one of these business critical positions was still proving highly effective within the role 12 months on from their commencement of employment.

"Having worked with Robertson Sumner throughout my career in the IT channel, I am always highly impressed with the network they have and the calibre of candidate that they're able to attract. I'd strongly recommend Robertson Sumner to anyone in the channel looking to grow their sales team!"

**Tony Brooker, SD, XMA**

