



From candidate to client: Andrew's journey with Lloyd Connect

When Andrew Dessmann was looking for his next role, he came across several recruiters, but no-one impressed him as much as Lloyd Connect's Jenny Lloyd. Jenny successfully placed Andrew into a senior leadership role with The Australian Institute for Teaching and School Leadership (AITSL).

"She very much matched me to the culture as opposed to just the role," Andrew explains.

As Senior People and Culture Business Partner at AITSL, recruitment is very much in Andrew's wheelhouse. When he began hiring in his new role, he wanted this same approach to candidate fit that he had experienced.

Lloyd Connect has successfully placed a number of candidates at AITSL, and Andrew says that Lloyd Connect's focus on truly understanding the organisation's needs across the role, candidate values and candidate fit has been key to this success.

He adds that the logistics were simple too, saying, "Jenny's very transparent, her pricing is clear, her invoices are itemised, and she is thorough in her communication."

Of the relationship, Jenny Lloyd highlights that this is an approach the agency takes with all candidates and clients.

"Cultural fit is nuanced, and it can be hard to get the balance right as a hiring manager. But obviously it is important for the success of the hire – for both the organisation and the candidate.

"Whether you come to us as a client looking for your next hire or a candidate making a career move, we'll start with a deep dive into values and goals, so we can make the right matches."

Looking for a better way to recruit?
www.lloydconnect.com.au

About AITSL

The Australian Institute for Teaching and School Leadership (AITSL) provides national leadership for the Australian, state and territory governments in promoting excellence in the profession of teaching and school leadership. AITSL is funded predominantly by the Australian Government.