



'Done in one pass': David Lloyd finds the right talent for Sedin Technologies

Sedin Technologies provides industry-leading business consulting, digital, IT and outsourcing services to world-leading brands. With eight different divisions, Managing Director, Australia Steve de Mamiel says finding the right people in a candidate-short market can be a 'difficult exercise'.

However, he says his business hasn't encountered significant issues since working with David Lloyd and Lloyd Connect.

"Lloyd Connect has built a good understanding of our business, and they are willing to invest the time required to turn out a relevant shortlist for every role," he says.

"I just tell David about the roles I need to fill, and he gets it done. The big difference for me with Lloyd Connect is that they spend a fair bit of time talking to applicants and really getting to know them, so they put the right people forward the first time.

"It's not just a numbers game, running candidates through automated CV screening, which can become a bit of keyword bingo. David meets people and gets a sense of who they are so that cultural fit piece doesn't get lost."

Steve says this is also enabled by Lloyd Connect's deep understanding of the culture at Sedin Technologies.

"David takes a real interest in our organisation and understands what we are about and what we need. It's enabled us to get the hiring process done in one pass. The shortlist is right for us, and we find the talent we

need, people who stick around. The work Lloyd Connect does upfront has saved us a fair bit of time and a lot of aggravation down the line."

Steve says it's been an all-round win for Sedin Technologies.

"The purpose of hiring a recruiter is to speed things up and take that frustration off your plate so you can focus on your business, and that's exactly what Lloyd Connect and David Lloyd do for us. I get the right people from the outset, and it doesn't consume hours of my day. We don't have to have a second crack at a shortlist or rehire three months down the track because the cultural fit wasn't there. It all just works how it should."

He says he would recommend Lloyd Connect and David Lloyd to other tech companies looking for on-point hiring.

"David has been in both tech and recruitment for a long time, so he knows what it takes to thrive. He spends the time talking to people to find those that fit the role rather than simply filling it.

"The Lloyd Connect team is personable and genuinely interested in our business. They have a background in the tech industry, so I don't need to explain every little detail – they just get it. It saves a lot of time and gets the right people through the door," Steve concludes.

Looking for a better way to recruit?

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