

# ‘Buddy system’ makes recruiter stand out

## Australian recruitment firm brings unique service to Irish market

Julia Ross Recruitment opened its Irish office in January 2004. At the helm is Maria Jones, who trained as a recruiter in Australia under the guidance and tutelage of Julia Ross.

Maria started her career with the company in Sydney in 1999, securing the role of executive assistant to Julia Ross. During that time, Maria had a very close working relationship with Julia who trained her on every aspect of the business.

Having initially moved from Sydney to London, where she ran the Julia Ross operation for three years, Maria decided that the time was right to expand the British operation to Ireland and she felt the time was right for her to return home.

Maria was convinced there was a strong opening for the Julia Ross brand and service in Ireland. “As an Australian business we have a strong antipodean workforce and their natural route, once the UK Working Holiday Visa expires is to travel over to Dublin.

“I saw a natural progression for the company to assist with this move. With the parent company, Ross Human Directions having nationwide offices through Australia, New Zealand and Asia-Pacific, we also wanted to facilitate Irish people moving to those locations. We are now able to secure work for them before they arrive in Australia and also place them into permanent roles once they have

completed their year abroad and return home to Ireland.”

Outlining what makes their company different to other recruiters, Maria said: “First and foremost, it is our service levels. Our ‘buddy system’ ensures a faster more efficient response to our clients – on time, every time. Our individual approach to candidates ensures we are constantly being referred and have a strong pipeline of high-calibre candidates.

“Our company prides itself on its culture, with an extensive training programme ensuring that our consultants can accurately identify our clients’ needs and source candidates based on their skills and experience as well as their personality and

cultural fit.”

Observing how business has developed to date in Ireland, Maria said: “The Irish culture is such that clients look for flexible can-do candidates. They very much want to form long-term relationships with their recruitment providers. Therefore, having a local Irish girl like myself ensures continuity of our services to our clients.”

The Dublin branch of Julia Ross Recruitment specialises in business support for a broad spectrum of industries, including blue chip right through to indigenous businesses.

Looking to the future, Maria said: “We have plans to expand our service within the next 12 months.”