

Contract Recruitment

DNA

coral coached

Do you ...

Get stressed by spiky revenue patterns?

Get frustrated by having to firefight immediate revenue pressures?

Feel like you never quite get to the “good stuff”?

Dream of waking up on the first of each month with your operating costs covered?

We help you **grow your contract book,
so that you can ...**

Offer your clients more

Build the ultimate asset

Create forecastable cashflow



Who we are



SIMON CROSS

I have been building and growing contract teams and desks for 25 years. I run my own contract recruitment business, "Harvey Jacob", and personally bill £500k + annually. I still get a huge kick out of every deal.



ALICE CARROLL

I have been training and developing recruitment businesses, teams and individuals for over 25 years. I specialise in partnering with scale ups to help you achieve your desired outcomes for growth and take everyone with you.



KATE CROSS

I am an exec coach, with a recruitment and finance background. I have been running our contract business "Harvey Jacob" for 17 years. I partner with you to hold you accountable and ensure your success.

Together we are **coral** coached

**We have combined forces to help you do what we have done.
As a trio, we have the track record, expertise and tools to
help you build and grow a contract book that works for your business.**

We started our recruitment careers together in a global recruitment business (Hill McGlynn / Randstad CPE) 20 + years ago.

We have now captured Simon and Kate's contract success formula and Alice has turned it into a hands-on, practical, simple coaching programme 'Contract Recruitment DNA'.

Think of us as your drop-in management team, coaching you, advising you and cheering you on as you make it happen in your business.



Contract Recruitment DNA

A 6 WEEK COACHING EXPERIENCE



Live, weekly, interactive small group zooms.



Peer group + partner network.



Information, resources, guides, operational support



Develop skills and habits



Unlimited access to us

A glimpse of our Contract Recruitment DNA Formula



DIAGNOSE

Assess contract opportunities in your perm business and sector.

Identify your ideal contract business profile: role, client, candidate, margin.



NETWORK

Start building your contract candidate and client network.

Build your contract business profile: benchmarks, conversion rates.



ACTIVATE

Develop and implement the skills and habits of a great contract recruiter.

Review results, progress, build long-term strategy.

HOW WE WORK

We are as keen as you are to get results!

We live and breathe it, and don't ask anything of you that we're not doing ourselves. We've made all the mistakes, learned from them and figured out the contract success formula.

We work with action-takers and business owners who want results. If you're ready to make meaningful change, we are here to help you every step of the way.

