

Take off to new heights with Sky Personnel

Celebrating their 20th Anniversary

The Team: Paul Tilleard, centre, managing director of Sky Personnel, with members of the team inside the offices in Buckingham Street, Aylesbury



Recruitment firm Sky Personnel Ltd that first opened its doors in Aylesbury 20 years ago is going from strength to strength as experts in recruitment solutions. Started from a first floor office with just one employee in 1987 the firm quickly established itself as a market leader in recruitment and has since then increased to a team of 9 staff, taken over two competitor firms in the 90's and moved into larger double fronted offices in Buckingham Street.

The Buckingham Street agency which prides itself on providing a personalised service for individual clients covers three main industry sectors, including Industrial, Commercial and Technical recruitment. Together the staff of Sky Personnel have over 45 years of recruitment experience and are focused on providing a professional and efficient service.

With an ever changing employment market in Aylesbury and an increase in the service sector Sky Personnel has ensured that its service is adapted to provide recruitment solutions in these areas. The agency has also opened a new division, in response to demand for more specialist staff, offering a tailored service to the technical and engineering industry. With 2 dedicated and professionally trained consultants they will ensure suitable candidates are identified to match suitable positions, providing an efficient permanent and temporary recruitment service. The

Commercial Division has two dedicated consultants focusing on permanent recruitment and one dedicated consultant for temporary recruitment. The Industrial Division is managed by two consultants covering both temporary and permanent recruitment. The dedication and commitment of the staff at Sky Personnel ensure that their knowledge of the local employment market is second to none.

The company is owner managed by Paul Tilleard, "Sky Personnel – specialising in supplying temporary and permanent staff to local businesses – is successful because of a culmination of factors," says Paul.

"Our job is getting to grips with what the clients want and understanding their needs," he says. "We tend to undersell and over-deliver."

The company has seen a dramatic increase in the use of temporary staff in recent years, with a constantly changing demand for staff, a number of companies rely on a flexible workforce and it is in this area that Sky has excelled.

It attributes its success in the field largely to sheer commitment and flexibility of approach.

"If a client needs a temp at 6am they know we can be reached immediately on our 24 hour number, having the matter in hand

and not have to wait until normal office opening time," says Paul.

This commitment level also extends to staff who share on-call responsibility and extends to the temporary workers who themselves wait on standby for that early morning call.

"With regard to the future we are very much focused on continuing to provide an excellent and local service to local people," says Paul.

To achieve this level of service Sky requires all its consultants to be Recruitment Employment Confederation (REC) trained. As members of the Recruitment Employment Confederation they conform to their Code of Practices and keep abreast of legal issues and employment law.

"We have captured market share through our ability to deliver a service both efficiently and quickly." In fact this consistent delivery of excellent service since 1987 means that Sky Personnel remains the preferred supplier to many local clients, old, new, large and small despite the arrival of new competition over the years.

"There are candidates who temp for Sky for years and many that remain in well chosen jobs in careers and some notable individuals who go on to become our clients"

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