



Company name:
XP Recruitment

Location:
Northampton,
Hemel Hempstead,
Kent and Kettering

Sector:
Recruitment

Size:
Seven figure

Type:
Invoice finance facility

XP Recruitment targets new sites with seven figure facility

Secure Trust Bank Commercial Finance has provided industrial and logistics employment specialist XP Recruitment with a seven figure invoice finance facility to help support its ambitious growth strategy.

The company

Founded in 2004, XP Recruitment has over 60 years' combined experience in placing and training candidates for temporary industrial and driving roles. The company employs 14 staff across its four UK sites in Northampton, Hemel Hempstead, Kent, and Kettering and holds contracts with major blue-chip organisations across London, the South-East, and East Midlands.

Operating an open door policy for clients and candidates, XP Recruitment offers training to its staff with the support of a 24/7 consultancy service. The agency offers a range of bespoke, flexible training services, such as support to achieve certificates in driving standards and highway code education, helping its clients secure jobs and maintain a high level of employability.

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The solution

The finance from Secure Trust Bank comes as XP Recruitment pursues expansion in the recruitment sector, which is worth £31.5bn to the national economy. The company plans to launch a new Leicester branch in 2017 and another site in the South of England the following year.

To enable XP Recruitment to achieve its expansion plans, the company recognised the need for a flexible, tailored service. The company switched to Secure Trust Bank from its existing provider and, as a result, has been able to streamline its invoice process, providing an excellent platform for the business to realise its growth aspirations.

What they said

“ The recruitment industry continues to demonstrate strong levels of growth, and with over 1.6 million temporary employees in the UK in 2015, the potential for businesses to expand in this market is exceptional.

“ With the required funding now in place, combined with the business’ flexible, bespoke service and talented management team, XP Recruitment has all the tools it needs to take its service to new locations across the UK.”

David Parsons,
*Strategic Development Director
at Secure Trust Bank Commercial Finance*

“ Expanding the business into new locations while maintaining our tailored, supportive service is at the forefront of our growth strategy. To achieve our objectives, we needed a finance facility that is both flexible and affords us a greater degree of control over our finances.

“ Secure Trust Bank offered a straightforward approach, working closely with us throughout the deal process and taking the time to fully understand our business.”

Adam Holby,
*Director
at XP Recruitment*

Our proposition

- Full suite of ABL products: enabled us to structure a comprehensive funding package
- Access to decision makers: we delivered on our terms and completed the transaction in less than seven days from initial enquiry
- Service: a reputation for working alongside external investors
- Flexibility: demonstrated through our debt structure and turnaround times
- Insight: our experience enabled us to truly understand the customer’s business and their future plans which ensured that our facility was tailored to their requirements