

## Radford Global: Offering Multilayer Quality Checked Talent Pool at Best Cost

**N**ow is the 'Golden Era' for SMEs in IT, since the technology sector is focused on skill, technology and execution capability rather than the company's size. As Just-in-Time/Flexi Staffing services help organizations to manage and meet project timelines with controlled budgets and head counts, domestic IT staffing market is experiencing a surge in demand for flexi staffing. Radford Global stands apart from other staffing services companies with supreme focus on multilayer quality check, even while screening immediate to fifteen days joiners. The Mumbai-based company's in-house database managed through application tracking system endows it with the edge to reach out to passive target audience quickly. While having a robust team with domain expertise and more than three years of experience (averagely) at recruitment specialist level enables Radford to screen quality profiles, its pre and post consultant care helps in reducing leakage by properly engaging with candidates.

### Vanilla & Niche IT & Non-IT Services

"Our sourcing specialist avails a virtual pool of immediate joiners. Each client has a dedicated Account Manager who develops a full understanding of client's objectives and advises on the most appropriate staffing method to achieve them," explains Prakash Biyani, Executive Director, Radford Global. The company that is strong on mobility, ERP and Microsoft technology hiring, caters to various domains like BFSI, manufacturing, retail, e-Commerce and e-Learning among others. Aside from non-IT flexi staffing, executive search RPO and hire-train-deploy, Radford also offers vanilla & niche IT staffing services

that includes short-term staffing, long-term staffing, contract 2 hire, transition services, executive search and permanent recruitment services.

### Proof of Acumen in Numbers

Incorporated in 1994 as a real estate company with 12 employees, Radford diversified into multiple segments like textile, chemicals and staffing services. Today, it has evolved into a 500 people strong company with presence in Mumbai, Pune and Bangalore, which is the preferred business partner for numerous Fortune 500 companies and large enterprises including DB International Stock Brokers, Kaya, Goldman, AGS and Kotak Bank to name a few. Radford can also boast of an impressive 99.5 percent repeat business rate and 99 percent client retention rate, the reasons behind the revenue of IT Staffing division's growth by 110 percent in FY2014-15.

### Young, Vibrant & Responsible Team

Although it is challenging for SMEs to showcase their ability to match client expectation in terms of maintaining bench, Radford is effectively addressing this challenge through a strong delivery team



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Prakash Biyani,  
Executive Director

and automation of new IT processes. The company that strongly believes in hiring people with right attitude, has a young and vibrant team from diversified background including Prakash, who is heading the company in his early 30's. Training people across multiple domains helps Radford to bring down operational costs, while getting its people to multitask. Realizing that decision taken in the right time is very critical for a business nowadays, the company empowers its people to take decision on productivity and clients on their own.

Radford aims to hold on to its achievements and move ahead at the same pace. "We are building muscle in terms of IT infrastructure and national foot. Overseas would be the next phase. Innovation, speed & agility, people centricity, integrity and empowerment has been our success mantra and will keep striving towards it till we are number one," concludes Prakash. 