



LAMBDA
RECRUITMENT
CREATING CAREER CONNECTIONS

LAMBDA RECRUITMENT

Lambda Recruitment is a leading player in talent acquisition, specialising in Public Practice Accounting. With a proven track record, the agency has become a trusted partner for both employers and job seekers, offering a unique, personalised recruitment experience. Lambda Recruitment's success is rooted in its commitment to understanding individual needs and aligning candidates' aspirations with the right firms and roles. Lambda Recruitment emphasises that successful placements go beyond matching skills and qualifications, focusing on ensuring that each candidate's attributes align seamlessly with the opportunities available.

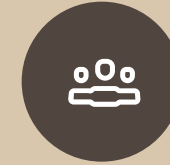
A key differentiator for Lambda Recruitment is its specialisation in niche markets, particularly in Public Practice Accounting. The agency has developed expertise in this field, positioning itself as a go-to advisor for both job seekers and employers. Lambda Recruitment's consultants excel at building strong, lasting relationships by connecting with individuals on a profound level, understanding their unique backgrounds and experiences.

Beyond industry expertise, the agency is dedicated to making a meaningful impact on the careers and businesses it serves. Lambda Recruitment aims to find roles that fulfill not only professional ambitions but also personal aspirations, contributing to the success and satisfaction of both candidates and employers.



WHAT MAKES LAMBDA DIFFERENT

Our approach is unique, bespoke and tailored to each individual and each client. You should expect ongoing communication and a true snapshot of market conditions, whether you are looking to be hired or looking to be employed. Our focus will be on the following:



SPECIALISED EXPERTISE

Lambda Recruitment excels in niche markets, particularly Public Practice Accounting, offering candidates and employers access to industry-specific insights and opportunities that might not be available through general recruitment agencies.



PERSONALISED APPROACH

The agency is known for its dedication to understanding each individual's unique needs and aspirations, going beyond the surface to create meaningful connections, ensuring a tailored fit for both candidates and employers.



SUCCESSFUL TRACK RECORD

Lambda Recruitment has a proven track record of facilitating placements that lead to happy and loyal employees, making it a trusted and reliable partner for those seeking career advancement or talent acquisition.



HYPER COMPETITIVE MARKET FOR QUALITY

Australia boasts more than 30,000 technology businesses, all vying for market share. With this level of competition, the challenge lies in securing genuine, high-quality sales professionals.



CANDIDATES ARE BECOMING MORE SELECTIVE

Traditional job boards no longer wield the same influence as they once did. With over 7,000 sales jobs listed on Seek and 20,000 positions on LinkedIn available at any given moment.



MARKET IS CHANGING RAPIDLY

In an ever-evolving market, staying attuned to the latest developments is imperative. The task of comprehending market trends and intricacies can often feel overwhelming



YOUR TIME IS TOO VALUABLE

On average, identifying and engaging over 100 profiles is required to fill a single role. In an environment where leadership teams are under immense pressure to deliver results.

WHAT MARKET CHALLENGES ARE YOU CURRENTLY FACING?

Let's deep dive into the market and recruitment challenges that we face

THE PROCESS

Formulated & perfected over several years in the market





BEHIND LAMBDA

LILI PHOENIX | DIRECTOR

In the world of recruitment, Lili has demonstrated a remarkable ability to connect with people on a profound level, forging strong and lasting relationships. Her passion for understanding individuals' unique backgrounds, experiences and aspirations has been the driving force behind her success in the field.

Lili has honed her skills in recruitment, specialising in a specific niche, Public Practice Accounting. Her expertise in this area has made her a trusted advisor, providing invaluable insights to candidates and employers alike. She consistently goes beyond the conventional role of a recruiter, viewing her work as an art form, where she matches not just skills and qualifications but the very essence of individuals with the right firms and roles.

Throughout her career, Lili has demonstrated the power of a well-paced connection, understanding that a truly successful placement is about much more than aligning a CV with a job description. Her dedication to this craft has resulted in countless individuals finding roles that not only meet their professional ambitions but also align with their personal aspirations, creating a workforce of happy and loyal employees. This has led to many cherished relationships both professionally and personally.



BEHIND LAMBDA

LOUIE BETIKAS | DIRECTOR

With over two decades of experience in customer and client relations, as well as staff mentoring and coaching, Louie has established himself as a trusted advisor in Public Practice Accounting. His self-directed and strategic approach, grounded in First Principles, enables him to identify and overcome obstacles effectively. Louie's communication style, tailored and effective, fosters common ground and has garnered ongoing referrals from satisfied clients and candidates. His extensive professional background spans diverse industries, focusing on complex resolutions, opportunity identification, and optimizing efficiency through effective communication.

Louie's proactive problem-solving, strong work ethic, and strategic thinking are evident in his approach, rooted in First Principles. This method allows him to address the true root cause of issues, leading to innovative and favorable solutions. His track record of surpassing expectations is reflected in testimonials, highlighting his ability to deliver superior results through bespoke strategic communication and solutions. Louie's preemptive problem-solving has set him apart, enabling him to achieve what others may have failed to accomplish.

AI POWERED CRM

Our cutting-edge platform provides the ability for our clients to access a quality pipeline of candidates in a user-friendly and efficient way

The interface for a **Development Manager** and **Sales Director** is shown. The top section features a search bar for candidates and a **Salary Guide** chart. The **Sales Director** view displays a pipeline of candidates across five stages: **SOURCED (1)**, **IN PROGRESS (2)**, **INTERVIEW (1)**, **HIRED (1)**, and **REJECTED (0)**. Each stage shows candidate profiles with details such as their name, source, and status (e.g., "Active Candidate" or "Hired").

The interface for a **Regional Manager** and **Sales Director** is shown. The top section features a search bar for candidates and a **Engagement** chart. The **Sales Director** view displays a **Technology & Digital** section with a video profile and a **Candidates** list including Harvey Elliott, Elaine Bailey, Clara Cox, James Elliot, and Edwin Gill. Below this, an **Our expertise** section lists various roles such as Country Manager, VP of Sales, Sales Director, Sales Manager, Business Development Manager, Renewal Specialist, Customer Success Manager, and Account Manager.

THANKS!

We hope you now have the confidence to choose
us as your recruitment partner