



FAIRFIELD CONSULTING

OVERVIEW

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ABOUT US

Founded in 1992, Fairfield Consulting Ltd is a specialist executive search and selection company. We provide recruitment services to technology providers within the finance and banking industries, both in the UK and Internationally.

Our excellent reputation is founded on our extensive knowledge of our market sector, where we are renowned for our professionalism and discretion. This enables us to provide a highly successful, targeted service for both clients and candidates.

Fairfield Consulting introduces candidates at all levels within the following disciplines:

- ⇒ Senior and General Management
- ⇒ Sales and Account Management
- ⇒ Pre and Post Sales Support
- ⇒ Marketing
- ⇒ Professional Services and Consultancy
- ⇒ Product Management
- ⇒ Project and Programme Management

Fairfield Consulting recruit within the following financial technology providers:

- ⇒ Application Software Vendors
- ⇒ Consultancies and Systems Integrators
- ⇒ Information and Data Providers
- ⇒ E-Commerce and Communications
- ⇒ Emerging Technologies

SERVICES

i. Search & Selection

Working on specific client briefings, we are able to draw on our experience and industry sector knowledge to identify relevant candidates.

ii. Contingency Recruitment

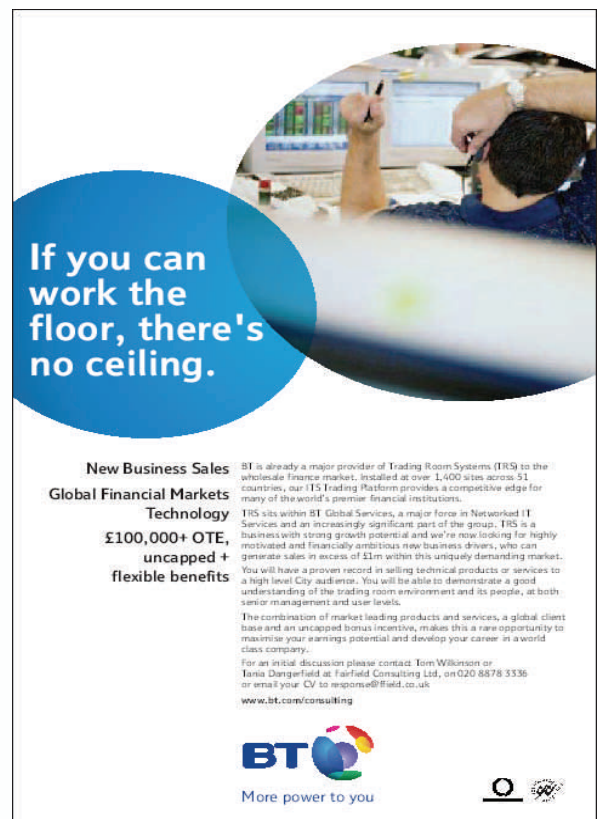
Contingency recruitment from our extensive, fully searchable SQL database provides a cost effective and flexible solution to clients recruitment requirements. We meet with all our candidates and work closely with them to fulfil client requirements. In a people business, personal recommendations and testimonials are the life-blood. Fairfield Consulting is justifiably proud of it's record in receiving many such referrals

iii. Bespoke Advertising Campaign Management

We have extensive experience in creating, managing and co-ordinating highly cost effective recruitment campaigns and is therefore able to undertake all aspects of pre and post publication activity on behalf of clients. Working with specialist recruitment advertising agencies, our campaigns are innovative, with a high visual impact whereby the nature of the opportunities is accurately presented.

iv. Retained 'Head-Hunting'

Fairfield Consulting has successfully undertaken specific projects on behalf of clients and has been able to produce relevant and qualified candidates from our extensive database and network of contacts, within controlled time frames.



If you can work the floor, there's no ceiling.

New Business Sales
Global Financial Markets Technology
£100,000+ OTE, uncapped + flexible benefits

BT is already a major provider of Trading Room Systems (TRS) to the wholesale finance market. Installed at over 1,400 sites across 51 countries, our TRS Trading Platform provides a competitive edge for many of the world's premier financial institutions.

TRS sits within BT Global Services, a major force in Networked IT Services and an increasingly significant part of the group. TRS is a business with strong growth potential and we're now looking for highly motivated and financially ambitious new business drivers, who can generate sales in excess of £1m within this uniquely demanding market.


You will have a proven record in selling technical products or services to a high level City audience. You will be able to demonstrate a good understanding of the trading room environment and its people, at both senior management and user levels.

The combination of market leading products and services, a global client base and an uncapped bonus incentive, makes this a rare opportunity to maximise your earnings potential and develop your career in a world class company.

For an initial discussion please contact: Tom Wilkinson or Tania Dangfield at Fairfield Consulting Ltd, on 020 8878 3336 or email your CV to response@ffield.co.uk

www.bt.com/consulting

BT
More power to you



....recent 'The Sunday Times' advertising campaign conducted on behalf of BT

INTERIM RESOURCING

Our experienced consultants are all specialists in recruiting for the technology and service companies within the banking and finance industry. We work with our clients to build an understanding of their recruitment challenges. We agree a strategy and implement a solution based on our range of interim and outsourced recruitment services, covering internal and external resourcing, permanent, contract and temporary recruitment at every level. Our bespoke service may be managed on or off-site to deliver a range of services including:

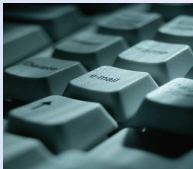
- ⇒ **Interim management of permanent and temporary recruitment**
- ⇒ **Recruitment advertising, CV filtering and candidate short listing**
- ⇒ **Selection and management of recruitment suppliers**
- ⇒ **Contract cover for large assignments or maternity, sick leave, vacation / sabbatical cover**
- ⇒ **Supplementary HR Services**

CONTACT

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