



APPLIED PROFESSIONAL  
MANAGEMENT CONSULTANTS

# COMPANY PROFILE

PASSIONATE SINCE 1985

For any additional enquiries or assistance,  
please **contact us:**

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RECRUITMENT | CREDIT MANAGEMENT | TRAINING



# ABOUT US

APMC IS A PRIVATELY OWNED MANAGEMENT CONSULTANCY - FOUNDED IN 1985 - with over 39 years of tried and tested methodologies, knowledge, perfected techniques, and proven solutions within various industries and organisations.

We began as a credit management consultancy, but as a direct result of client requests, we diversified and evolved into a multi-service consultancy, adding recruitment and training solutions, while remaining a management consultancy at our core - and becoming our clients' most trusted partner.

We have gained extensive market exposure in excess of 34 years. Our total commitment to the success of our clients, personalised service and truly understanding the needs and requirements of those that seek our assistance, has contributed to a reputation that we are proud of.



**1985**  
started in



**LEVEL 1**  
BBBEE Certificate



**39+**  
Over 39+ years of tried  
& tested methodologies



**100%**  
Committed to your  
organisations goals

## OUR UNIQUE DNA

Consulting is at the core of our DNA. We are a value-driven organisation committed to ethics, delivering on promises we make, building relationships through actions and delivery.

We never compromise on our values and our passion drives us for excellence in everything we do.

We choose to focus on our clients' long-term goals, rather than short-term reward.

## BBBEE STATUS

### LEVEL 1 BEE CONTRIBUTOR

APMC has been actively involved in the development and advancement of previously disadvantaged groups ever since the company's establishment in the 1980's, long before BBBEE was legislated.

APMC is a level 1 contributor to BEE, with 35% black female ownership. But we don't stop at just getting a BEE certificate. APMC is actively involved in also empowering disadvantaged groups,

# OUR SERVICES

WE ARE EXPERTS IN IDENTIFYING A PROBLEM AND PROVIDING AN EFFECTIVE SOLUTION FOR YOU AND YOUR ORGANISATION. WE ARE A TRULY CLIENT FOCUSED FIRM, WITH WELL DEVELOPED NETWORKS AND VAST INDUSTRY EXPOSURE OFFERING SERVICES IN THE FOLLOWING:

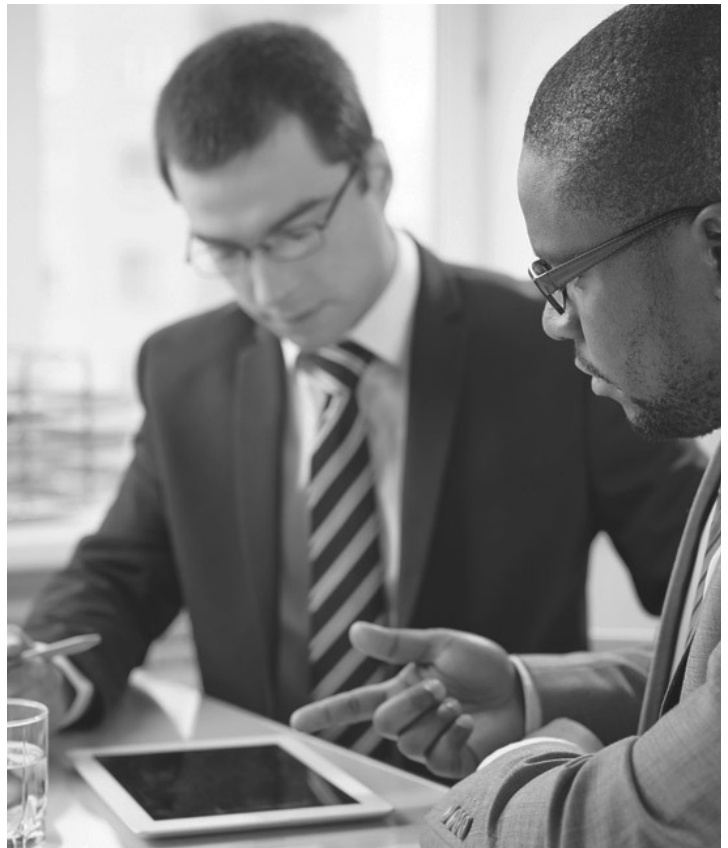
## RECRUITMENT

## CREDIT MANAGEMENT

## TRAINING

### *ONE SIZE DOES NOT FIT ALL.*

WE DO NOT BELIEVE IN "CUT AND PASTE" SOLUTIONS AND PROVIDE CONSULTING BRIDGES BY UNDERSTANDING YOUR COMPANY OR PROJECT OBJECTIVES IN TURN SHARING KNOWLEDGE, TRIED AND TESTED METHODOLOGIES AND OFFERING YEARS OF EXPERTISE TO ENSURE YOUR OBJECTIVES ARE MET. OUR ACTIONS ARE NOT AIMED AT SHORT TERM GAIN, BUT TO ESTABLISH STRATEGIC PARTNERSHIPS AND DRIVING YOUR ORGANISATION TOWARDS SUCCESS.



PROFESSIONALS READY TO ASSIST YOUR ORGANISATION IN ACHIEVING YOUR STRATEGIC OBJECTIVES.

# RECRUITMENT

APMC'S RECRUITMENT DIVISION OFFERS A COMPLETE RECRUITMENT SOLUTION SPECIALISING IN THE OVERALL PROCESS OF ATTRACTING, SOURCING, SCREENING AND ASSESSMENT OF SKILLED INDIVIDUALS FOR A CAREER WITHIN YOUR ORGANISATION. OUR UNIQUE RECRUITMENT PROCESS AND NETWORKS HAVE BEEN METICULOUSLY DEVELOPED OVER 39 YEARS.

## *DISCOVER A UNIQUE APPROACH*

WE DON'T LIKE THE WORD RECRUITMENT, as it does a terrible job in describing our services to you. Traditionally recruitment is merely providing staff for vacant jobs, it is a reactive function that relies on the use of advertisements, while waiting for candidates to apply. Actions within recruitment companies and personnel agencies are driven by commission and the needs of both the client and candidates are often overlooked. We choose to do things differently, and as Consultants, we study our client's needs, go beyond a Job Spec, understand the true business needs and ensure a match is more of a union than a placement, and clients and candidates goals are ultimately realised. Our candidates can also confirm this as we go far beyond the CV, to understand the whole person, no matter the caliber. WE TAKE A PERSONAL INTEREST OF PEOPLE VERY SERIOUSLY, INSTEAD OF JUST MAKING A PLACEMENT.

## **HEADHUNTING & EXECUTIVE SEARCH**

SPECIALISED HEADHUNTING AND RESEARCH SOLUTIONS TO IDENTIFY AND DELIVER EXCEPTIONAL TALENT, USING OUR DEVELOPED NETWORKS - EXECUTIVE, NON EXECUTIVE DIRECTORS AND SCARCE SKILL CANDIDATES - TO REALISE YOUR FIRM'S STRATEGIC OBJECTIVES.

## **PERMANENT PLACEMENT SERVICES**

PERMANENT CANDIDATES REFERRED TO YOUR ORGANISATION, IN LINE WITH BOTH ORGANISATIONAL & EMPLOYEE NEEDS WHILE TAKING ADVANTAGE OF OUR TRIED & TESTED SOURCING METHODOLOGIES, WELL DEVELOPED NETWORKS & A DATABASE OF 35 000+ FULLY SCREENED CANDIDATES ON OUR STATE OF THE ART DATABASE.

## **CONTRACT & PROJECT STAFFING SOLUTIONS**

PROVIDING SCARCE SKILLED PROJECT OR CONTRACT STAFFING SOLUTIONS YOU NEED WHEN THE PRESSURE IS ON AND PROJECTS NEED TO BE DELIVERED.

## **TEMPORARY STAFFING SOLUTIONS**

TAILORED SOLUTIONS MODELED AROUND SHORT & LONG TERM TEMPORARY STAFF NEEDED, MANAGING RISK WHILE TAKING ON KEY PAYROLL AND IR FUNCTIONS.

# RECRUITMENT



*WE SPECIALISE IN SUPPLYING PROFESSIONALS IN:*

- \* FINANCE
- \* CREDIT - LARGEST SELECTION OF CREDIT PROFESSIONALS IN SA
- \* INFORMATION TECHNOLOGY
- \* CONTACT CENTRE
- \* OFFICE ADMIN
- \* SALES, MARKETING & MEDIA

WHILE WE SPECIALISE WITHIN THE ABOVE FIELDS APMC HAS THE EXPERTISE TO IDENTIFY & DELIVER SPECIALISED CANDIDATES WITH THE SKILLS NEEDED IN ANY FIELDS OF SPECIALISATION TO, FORWARD ONLY THE BEST QUALITY PEOPLE THAT FIT YOUR ORGANISATION.

OVER 39+ YEARS OF TRIED AND TESTED METHODOLOGIES

TAP INTO A DATABASE OF OVER 35 000+ FULLY SCREENED SKILLED PROFESSIONALS

“GIVE US THE WORKLOAD TO SOURCE, ATTRACT, AND ASSESS THE BEST TALENT SO YOUR ORGANISATION DOES NOT WASTE TIME AND CAN ENJOY THE FOCUS TO DO WHAT YOUR COMPANY DOES BEST”

APMC provides consulting bridges between candidates and clients, by sharing information, knowledge, expertise and networks to bridge the gaps and maximise client and candidate potential, by aligning the right people to the right departments, teams and projects.

WE NEVER COMPROMISE ON QUALITY, AND WILL NEVER FORWARD MORE THAN 3 SUCCESSFUL CV'S PER ROLE, CHOOSING CANDIDATES WHO ARE FULLY ALIGNED THE ROLE REQUIREMENTS, BRAND, CULTURE AND GOALS OF YOUR TEAM AND ORGANISATION.



# CREDIT MANAGEMENT

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Integrated commercial and consumer credit, receivables, and debtors management services.

APMC has successfully provided consultation and implementation of credit and collections processes for organisations to better manage their most vulnerable assets – the debtors book.

We have various services across the entire credit-cycle including: Credit process and strategy consultation, 3rd party debt collections, Credit & Collections skills and management training as well as recruitment of scarce credit control & management skills required.



## TRAINING

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Training is an essential part of any organisation's human management and skills development strategy. APMC's

Training Division is aligned to deliver training solutions to all levels of your organisation, with our skilled team of Trainers. This includes assisting clients by addressing performance and skills gaps through training programs and projects done through our wide array of training services including training needs analysis and instructional design, facilitation services and training delivery, e-learning content development, assessments and learnership design and accreditation.

"KNOWLEDGE IS POWER, LET US PULL THE SWITCH"



**APMC**<sup>®</sup>  
APPLIED PROFESSIONAL MANAGEMENT CONSULTANTS

# THANK YOU

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FOR AFFORDING US THE OPPORTUNITY TO INTRODUCE OUR COMPANY & SERVICES TO YOU! DONT HESITATE TO CONTACT US ON 011-804 4727 FOR ANY ADDITIONAL INFORMATION WHICH YOU MAY REQUIRE.