



Building Careers by Building Furniture

How Staff Australia helped this client fill hundreds of jobs in the manufacturing sector.

Who is Our Client?

Located in Cheltenham, this client is one of Australia's largest manufacturers of workstations. They specialise in the process of producing and assembling office furniture, partitions, and workstations for commercial, retail, and government environments.

Established in 1956, this client is committed to promoting a future of sustainability and innovation, by developing products that are manufactured, assembled, and delivered using key sustainability principles and new technology. By partnering with high-quality furniture brands and designers, our client continues to provide innovative solutions for office spaces and commercial settings.



As more businesses are starting to transition back to the office, it is expected that our client will see an increase in orders and consequently a spike in labour demand, which is where Staff Australia comes in.

Our history:

Our relationship with this client began back in 2007. We knew that they would always be searching for talented Assemblers, Forklift Drivers, Process Workers, and Labourers to support their day-to-day operations.

It took over a year of perseverance, including cold calls and telemarketing, before our Business Development Manager convinced their Operations Manager to give Staff Australia a try. So, later that year, the relationship with this client officially began, and we continue to service this client.

In 2010, the client put their staffing needs out to tender, unfortunately, Staff Australia lost the client to a major competitor at the time. As a result, over 40 of our candidates made the transition over to their new recruitment agency. But to our benefit, this collaboration was short-lived, and less than a year later, we managed to revive the relationship with this client and our partnership continued.

Our solution:

Staff Australia is equipped with the resources to supply workers on short notice and can accommodate for both high and low-volume job orders to meet their desired demands. Given the industry, this client often experiences a fluctuation in demand from their customers, which impacts their labour-force requirements.

Over the last 15+ years, this client has worked with hundreds of our candidates in multiple positions, such as Product Assemblers, Forklift Drivers, and Process Workers, providing job seekers with the ability to secure work while also working with a company known for their workplace culture and career advancement.

Outcome:

The relationship between Staff Australia and this client continues to stand on stable ground. We have a long-term commitment to this client.

Many of our candidates look forward to working with this client, and report that they experience a great workplace-culture, are treated well, and are given the opportunity to gain new skills to support their career journey.



Results:

Many of our temporary casuals have been provided with the opportunity to become permanent full-time assemblers with this client. Not only this, but some of our staff have been able start a career with them, starting out as casual to perm employee and then getting trained to fill supervisory positions within the business.

Our State Sales Manager has commented on this collaboration, stating that the Operations Manager, is great to work with. He has always been transparent when it comes to servicing their workforce and knows how to communicate with the recruitment team to get the best results.

“During my time with [Client], Staff Australia has provided us with consistent service by supplying mechanically minded candidates in warehousing and production” “Even on short notice, the assemblers sent to us have continued to meet our expectations” says the Operations Manager.

