



ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS



Well-established Health and Social Care Recruitment Company for Sale

West Yorkshire

Asking Price: £750,000

Reference: RA03-ABS | Business Memorandum

Asking Price: Offer in the region of £750,000

Projected Turnover: Circa £1,000,000

Increasing profits with an expected increase of 40% in the next 12 months.

Key Selling points:

Specialises in recruiting support staff and carers for the healthcare sector

Additionally, the company offers domestic, cooks, and cleaning staff services.

This business is top tier 1 on the supply list for local authority

Care and support staff in the healthcare sector

Provider to all the services within our scope.

Provides highest quality staff to its clients

Fees and profits are increasing.

Strong Social media presence

Business Profile :

This confidential sales memorandum presents a well-established health and social care recruitment company.

Over 12 active homes regularly for all candidates, and there are over 300 homes, but our staffing levels are at their limit. They are turning away over 90% of Business

Founded in 2019, the company has gained recognition for its focus on staff and client needs, delivering exceptional service.

The Business has experienced rapid growth, expanding into other sectors and attracting a diverse client base.

Services:

The Business specialises in recruiting support staff and carers for the healthcare sector. Additionally, the company offers domestic, cooks, and cleaning staff services.

It has become the first point of call for local authorities, establishing trust and credibility as a reliable provider of quality staffing solutions.

Operational Structure:

The company operates with a streamlined structure consisting of dedicated administrative staff overseen by the owner. This ensures efficient communication and effective decision-making processes.

Quality Control and Customer Satisfaction:

A strong focus of this Business is maintaining high-quality control standards and ensuring customer satisfaction.

The company prides itself on delivering 100% on all staffing needs, emphasizing performance, logistics, compliance, transparency, growth, support, deliverance, service, sustainability, partnership, dependability, reliability, and rewarding relationships.

Target Market:

The primary target market for this Business comprises residential and supported living homes in West Yorkshire. The company has established strong relationships with over 12 active homes, providing candidates permanently. There is significant potential for growth, as the current staffing capacity only fulfills 10% of the total market demand.

Client Base:

The company boasts a solid client base, with over 12 active homes relying on its services. Long-term contracts ensure stability and consistent revenue.

Marketing and Advertising:

The Business has invested in its online presence, maintaining a comprehensive website and actively engaging clients through social media platforms such as Twitter, Facebook, Youtube and Instagram. These efforts contribute to reaching a wider audience and building brand visibility.

Competitive Advantages and Unique Selling Points:

The company's competitive advantages lie in providing the best support staff, offering contracted hours, and being the first call for any shifts. This reputation has been established over the past three years, demonstrating a solid commitment to delivering exceptional service and setting itself apart from other agencies.

Financial Performance:

Over the past three years, the Business has consistently shown steady growth in net profit. This year, the company achieved a net profit of £50,000, and a further 40% increase is anticipated within the next 12 months. The absence of outstanding debts or liabilities provides a solid financial foundation for the new owner.

Management and Employees:

The management team consists of dedicated administrative staff with extensive industry experience. The owner oversees day-to-day operations and has been with the company since its inception. Additionally, the company employs over 30 full-time and 25 part-time employees to meet client needs.

Employee Training and Development:

To maintain a high level of service, the Business provides its employees with training and refresher courses through a trusted partner. This ensures that staff members remain up-to-date with industry standards and best practices.

Post-Sale Involvement:

The company is committed to providing transitional support to the new owner. Full support will be offered for the first month or until the new owner becomes proficient in managing the systems. Ongoing support will also be provided via phone as needed.

Reason for Sale:

14 years in the industry working 7 days a week to get my business up to where it is, Owner has family commitments now which override everything. Business will hit 1 million turnover this year!! If the right person comes onboard, they will easily achieve £2million within 12 months.

Additional Information:

The Business has recently invested in developing a state-of-the-art Customer Relationship Management system. This system will enhance operations by centralising client and worker data, streamlining processes, and improving efficiency. With this investment and ongoing growth, the Business offers significant potential for future development and success.

Conclusion:

This Business presents a unique and lucrative opportunity for potential buyers seeking a turnkey business in the health and social care recruitment sector. With a solid client base, a reputation for excellence, and a commitment to quality, the company is well-positioned for continued growth and success.

Don't miss out on this chance to become a part of a thriving industry and build upon the strong foundation established by owner. For further information or to schedule a viewing, please contact us today.

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Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

expert@aberncornbusinesssales.com

aberncornbusinesssales.com