

# Local employer's work force doubles!

**BAXTER**  
PERSONNEL

## Baxter Personnel on the move to prime town centre location

**When Andrew Harrow became Managing Director at Baxter Personnel less than four years ago, the company – a long-established presence on Darlington's high street – employed just two full-time members of staff.**

Now, having enjoyed rapid growth, the thriving recruitment agency is in the process of doubling its existing workforce and moving to new premises in the town, having already branched out into Thirsk and Barnsley in recent months.

Currently located on Blackwellgate having been founded on High Row in 1991, Baxter Personnel will soon move to a prime location on Post House Wynd. Its headcount is set to rise to 30, including three apprentices, and clients range from small local firms to a booming relationship with supermarket giants Aldi.

Mr Harrow, previously a branch manager with Adecco, wasted no time in implementing his ideas following his arrival as MD in 2010. "I always knew what I was going to do," he says. "The ideas haven't changed. Where the business is going now is the direction that I thought it would.

"And, thanks to a lot of hard work, we are now expanding. My staff are passionate, they care about what they're doing, and that's what has put us in this position."

Baxter Personnel is now actively recruiting for a number of recruitment consultant roles, while an innovative scheme is also in place to take local youngsters into the workplace. Mr Harrow, who lives in Darlington with his wife, Sarah-Louise, and young son Jacob, adds: "We would invite recruitment professionals of all levels to contact us to discuss the many opportunities we currently have. "One of my first appointments was

an apprentice, Laurel Barr. She was straight out of school and turned up to her interview wearing big loopy ear-rings, hair extensions and Uggs boots.

"But as a result of the right exposure and her own drive, she has become one of my most trusted employees over the last few years. Now she sits in front of directors and operations managers on an almost daily basis. She's just flown.

"In my opinion, many smaller companies use apprentices as a mechanism to get cheap employees but that's not what it should be about.



*New Home: To accommodate their rapid expansion Baxter Personnel are moving into a 3500sq feet state-of-the art office in the town centre*

"We're going to have three apprentices through Darlington College – and it'll always be through Darlington College because I think it's important that we engage with the local college; one in accounts, one in recruitment operations and one in marketing.

"There are many reasons but, for

a business that is doing well from a growth and economic point of view, to give something back to the local economy that's facilitating and supporting that growth is very important to me.

"We're taking three people fresh out of education or out of unemployment and giving them an opportunity. I came through that route and so did some of my other best-performing staff.

"And we're looking for that next superstar, somebody who can one day become the next manager of this branch or directors of this division. It sounds corny but the apprentices that we bring in will be the future of the business.

"But we're also looking for motivated, proven professionals with a track record in recruitment to join our team."

While their work with Aldi in particular has seen Baxter Personnel set up a branch in South Yorkshire, the company will always focus on the North-East and their proposed new state-of-the-art offices in Darlington further serve to demonstrate that.

Mr Harrow adds: "The fact that we enjoy great relationships with such a broad spectrum of clients is, I believe, reflective of our high standards. We offer the best service and we have the most driven and most passionate people around.

"Did I think we'd be where we are so quickly? No. I didn't think within four years of me taking control that the business would be employing 30 people and being awarded the contracts that we have been, but that's testament to the staff.

"Without the team here, we wouldn't be where we are and hopefully our new staff can play an equally big part."



*Managing Director Andrew Harrow says he is extremely proud of his team's fantastic achievements to date.*

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