

Opportunity

BN000046156 – Full-Service Talent Acquisition & RPO Firm

Location: Worldwide



The business offering consists of a consortium of ten entities that specialize in providing talent solution services, primarily consisting of executive search, recruitment process outsourcing (RPO), and interim staffing for a diverse set of markets, with an emphasis on healthcare staffing.

Bids Invited

Key Aspects

- Adjusted EBITDA grew at a compound annual growth rate (CAGR) of 32.5%, from 2019 through 2022
- From 2019 through 2022, gross profit margins averaged 23%
- According to management, over 80% of revenue in 2022 originated from repeat clients
- Successfully provided talent solution services to thousands of companies over the past 22 years
- The company is highly regarded by its clients for providing unparalleled candidate talent

Key Indicators

Period Ending	Revenue Source	Revenue '000	Gross Profit '000	Adj. EBITDA '000
12/31/2019	Combined	\$5,699	\$1,469	\$744
12/31/2020	Combined	\$5,565	\$1,311	\$946
12/31/2021	Combined	\$6,632	\$1,110	\$595
12/31/2022	Combined	\$9,569	\$2,479	\$1,730

In order that we may obtain our client's permission to release the Information Memorandum, please contact:

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Financial Disclaimer: Revenue and costs are subject to intercompany transfers not identified.

The information contained in this document is designed to enable recipients to make a decision whether to investigate the opportunity further. This document does not constitute an offer to sell or a solicitation of an offer to buy securities and is not intended to form the basis of an acquisition decision. The information has not been independently verified by Benchmark International who do not give any representation or warranty as to its accuracy. To receive further details on this business, please contact Benchmark International by email or phone at the address or number provided. Benchmark International is a sell-side only broker that has been engaged by this business and its owners on a sole and exclusive basis and as such, in the event of a sale, will be entitled to fees solely from the business and its owners. Benchmark International does not seek or accept fees from acquirers.

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Benchmark International is the trading name of Benchmark International Company Sales Specialist, LLC

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INTERNATIONAL

Opportunities

- Capitalize on the company's various brands, expand geographic reach, and add additional locations
- Capitalize on the additional revenues generated from new niche brands
- Continue to increase marketing efforts for each industry served to attract new clients

Headquartered

- Southeastern, U.S.

Current Markets

- The company serves clients worldwide, primarily in the health & human services, engineering, regulatory affairs, and optics & photonics industries.

Real Estate

- As of 2023, the company operates from six office spaces located in three different countries. Affiliated entities own the real estate for three of the office spaces, while the company leases the three remaining office spaces from unrelated third parties. Ownership does not intend to include the three owned properties in the overall sale; however, ownership is open to negotiating long-term leases.

Shareholder Objectives

- The active shareholder is approaching retirement and wants to plan an exit strategy. The owner believes that new ownership can capitalize on the opportunities, both the company and market are presenting. He is willing to stay with the company for a predetermined transition period to facilitate a smooth transition to new ownership.

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