

Celebrating our team's *journeys* *and achievements*

Matthew Sharman, Senior Business Manager, Hays UK&I



What was your background before joining Hays?

“I worked in retail management for a decade, then in insurance and B2B sales. I entered the recruitment industry over 14 years ago and have progressively worked my way up, using my robust foundation in sales skills learnt from my previous roles, which were easily transferable.”

How has Hays helped you towards success in your career?

“Hays has been exemplary in providing comprehensive training programmes, even for seasoned consultants like myself. The collaborative environment at Hays, characterised by knowledgeable colleagues who are always willing to assist, has been instrumental in my ongoing development.”

What excites you most about your future at Hays?

“I am enthusiastic about the opportunities that lie ahead and the potential to achieve remarkable milestones. The prospect of continually expanding my skillset and knowledge-base is exciting, and I am eager to contribute to the organisation’s success as I progress in my career.”

What advice would you give to someone considering this career?

“I advise prospective recruitment consultants to cultivate strong communication skills and a genuine passion for helping others in finding their ideal careers. A positive, can-do mindset is indispensable, as is consistency, hard work and a resilient attitude.”

Supported *to succeed*

Let's create tomorrow together.

► careers.hays.co.uk

