



Take a look at what some of our clients have to say about us...



Title: Lending Operations Director
Company: West One Loans

1. How long have you been in your position of Lending Director?

4 years.

2. What were your reservations about working with Valorem Partners?

That we hadn't used your services previously and you were unproven.

3. Did you have any other reservations?

No

4. What 3 benefits have you experienced by working with Valorem Partners?

- 1) Strong communication.
- 2) You have delivered where you said you could and done what you said would.
- 3) You have been reasonable and accommodating to our requests from a commercial perspective to make a deal come together.

5. What other benefits have there been working with us?

You are responsive to our needs and manage our expectations.

6. How likely are you to work with Valorem Partners again?

Very likely.

7. In view of the positive comments, would you recommend Valorem Partners to other companies?

Yes, definitely



Title: Senior Operations Manager
Company: Pepper Money UK

1. How long have you been in your position of Lending Director?

1 year.

2. What were your reservations about working with Valorem Partners?

The Mid-Snr level roles we were looking to fill had been open for quite a while and our other recruitment partners had failed to source suitable candidates. My reservation was that Valorem Partners would not be able to find the level of quality candidates that I wanted. Valorem Partners managed to source all three placements with high quality people who are performing extremely well still to this day.

3. Did you have any other reservations?

My additional reservation was that they were based in Birmingham, and would they have enough knowledge regarding the London market. My reservation was completely unfounded as they operate across the whole of the UK and their knowledge of the Specialist Finance market was excellent.

4. What 3 benefits have you experienced by working with Valorem Partners?

- 1) Transparency throughout the whole recruitment process which I found very refreshing given our experience with other recruitment service providers.
- 2) Introductions to high quality candidates which we ended up hiring and who are still with Pepper Money UK today.
- 3) Their geographical coverage as they managed to source an excellent candidate for our business all the way from Australia. The recruitment process had many challenges due to the distance and time zone between the UK & Australia, but Valorem Partners handled the entire process extremely well.

5. What made you choose Valorem Partners over any other potential recruitment partner?

We had very little success with these particularly Mid-Snr level vacancies and they had been vacant for some time before engaging with Valorem Partners. We felt that Valorem Partners were a specialist within our market and that they could potentially offer our recruitment assignment something different to our previous partners.

6. Would you recommend Valorem Partners to other specialist finance companies seeking a top performing financial services professional?

Yes, we have no hesitation in recommending Valorem Partners to any company looking to source high quality candidates from within the financial services industries.



Title: Manging Director
Company: Funding Track

1. How long have you been in your position of Lending Director?

Since 2017.

2. What were your reservations about working with Valorem Partners?

I didn't know you and I had not worked with you before. That said I was in the fortunate position of knowing some of the other companies that you had worked with previously, all being high growth companies. Did you have any other reservations?

Unsure about the calibre of candidates you would come up with and how much of my time this was going to take up.

3. What 3 benefits have you experienced by working with Valorem Partners?

- 1) Time Saving - sourcing candidates, the screening and pre selection process.
- 2) Access to higher calibre of candidates that I don't have - if I did it would be much more hit and miss and would have taken me longer to complete the process if I had undertaken myself.
- 3) The consultative element of the process was really beneficial - to discuss the candidates in detail throughout the whole process and the support you gave with each candidate was extremely beneficial.

4. What other Benefits did you experience working with VP?

I found you easy to work with, you understand the industry well and the types of skills needed in my business.

5. How likely are you to work with Valorem Partners again?

Very likely.

6. In view of the positive comments, would you recommend Valorem Partners to other companies?

Yes I would.



Title: Head of Credit Risk
Company: West One Loans

1. How long have you been in your position of Lending Director?

1 year.

2. What were your reservations about working with Valorem Partners?

None, I knew you had a successful track record of introducing quality candidates to the business and I was recommended to contact you regarding my hiring needs in the Underwriting team.

3. What have been the benefits of working with Valorem Partners?

Your screening & vetting process is very good, we know the candidates you introduce are good quality and worth us seeing. We are prepared to see them regardless whether we have a vacancy or not as our business is growing.

4. What other benefits have there been working with us?

Good communication, the fact we can have honest conversations with each other is why we have a good working relationship.

5. How likely are you to work with Valorem Partners again?

Very Likely, finding the right candidates for our business is really key.

6. In view of the positive comments, would you recommend Valorem Partners to other companies?

Yes definitely 100%.



Title: Head of Mortgage Operations
Company: Secure Trust Bank

"Secure Trust Bank (STB) entered a very competitive mortgage market in an area with a number of local competitors some of whom had much larger recruitment targets and budgets. Valorem Partners were able to supply a string of excellent candidates for each of our available roles. The conversion rate was extremely high and those employees proved excellent, each playing a part in STB Mortgages team winning the Financial Adviser 5 Star Service Award in our first full trading year. Each of the successful candidates were equally impressed by the service they received.

I wish you every success."