

Engineering Sector

Date: 17th October

Time: 2:30-4pm

Registration and refreshments 2:30-3:00pm
Networking drinks from 5pm

Agenda

2:30pm Welcome & introduction

Terry Buckel, MD, Astute Technical

David Lynchehaun, Group Sales Director, Morson International

2:35pm APSCo update

Moya Rylands, Commercial Director, APSCo

2:40pm The US Engineering Market

Amy Davies, Managing Director, PGC Group

Amy will give insights to how the U.S. engineering sector continues to present significant opportunities, driven by advancements in technology, infrastructure, and energy transitions. In 2024, the market size for engineering services and innovation is expanding as industries such as renewable energy, AI, and automation experience growth. The outcome of the 2024 U.S. Presidential election will play a crucial role in shaping the sector's trajectory. Policies related to infrastructure spending, clean energy investments, immigration (particularly the STEM workforce), and regulations will influence both domestic demand and global competitiveness. Understanding these shifts will be key to capitalising on this sector's opportunities.

3:20pm New markets, new challenges, new risks

Peter Stoll, Director, Marsh Commercial

Recruiters in the engineering and renewables sectors are facing new challenges as the market tightens and evolves. With a need to fill roles across both white and blue-collar positions, they often find themselves navigating complex demands from their clients. As they step into new markets, they're increasingly under pressure to accept client terms, which can exacerbate risk. Engineering recruitment businesses are working hard to adapt, stay competitive, and meet the changing needs of the sector. Peter Stoll of Marsh Commercial will take us through the considerations required when being tempted to enter a new market.

3:50pm Q&A and close

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Speaker Profiles



Amy Davies, Managing Director, PGC Group

Amy Davies is the Managing Director of Precision Global Consulting (PGC) Group, a US business who offer strategic expansion advice and employer of record solution across North America.

Amy works with a vast portfolio of UK recruitment firms supporting their leadership teams with international expansion. Her deep expertise and experience of the North American staffing market has supported many firms to initiate their expansion plans from their home market before landing and expanding in the US or Canada.

Amy is also the nominated and elected APSCO Committee Representative for the UK and has a prominent profile in the UK staffing market often speaking at public events in the areas of international expansion, employment payroll compliance and building high performing teams.



Peter Stoll, Director, Marsh Commercial

Peter Stoll is the Director in charge of the Recruitment Unit at Marsh Commercial. With over four decades of experience, Peter arranged his first policy for a recruiter in 1981, and since then, has led the dedicated unit at Marsh Commercial in providing bespoke insurance solutions for many of the top 1,000 recruiters across various sectors. Under his leadership, Marsh Commercial, in partnership with Hiscox Insurance, launched a comprehensive insurance programme tailored specifically to the recruitment industry, covering all of a recruiter's insurance needs in a single policy.

Peter has been instrumental in launching new, tailored insurance solutions, including a protection policy for IR35 in the private sector and bespoke plans for the recruitment, umbrella, payroll service, and freelance contractor markets. Notably, he launched the Freelancers Choice plan in 2010, offering a discounted retail and lifestyle reward scheme with personal accident benefits, accessible online by both permanent employees and contractors.

Peter is a familiar face at recruitment sector events, regularly speaking at APSCO meetings. He takes pride in sharing his expertise and helping recruitment businesses thrive.