

APSCo Legal Sector

Date: Wednesday 12th June 2024

Time: 11am-12pm

Online

11am Welcome & introduction

Kath Riley, CEO, Douglas Scott

11:05am APSCo update

Teri Etherington, Head of Talent Development, APSCo

11:10am Legal Sector market update

Kath Riley, CEO, Douglas Scott

11:15am Embracing Automation – MS Power Platform

Daniel Fox, Marketing Manager, Mercury

The Power of the Possible: Leveraging Microsoft Technology to work at scale

Most recruitment technology has evolved to support and replicate working practices of the past. As competition intensifies and candidates and clients demand better service, recruitment companies must make radical changes to succeed.

In this session, we'll discuss the Microsoft Platform, such as Co Pilot and Power BI and how it empowers you to extend your capabilities, give your recruiters more capacity and allow you to achieve more.

11:40am Cultivating a Business Development Culture Through Technology

Teri Etherinton, Head of Talent Development, APSCo

Are you overly dependent on technology for generating sales opportunities, or are your team members empowered to lead the sales process with technology as their support tool? Teri will discuss insights from APSCo members on Business Development and offer practical hints, tips, and ideas to help you build the business development culture you aspire to achieve.

11:55am Closing remarks and feedback

Who should attend – Senior Management & Directors of recruitment businesses looking to streamline their processes.

Key Takeaways:

- How to gain important relationship building time by automating process
- Making the most of the software you already have
- Leveraging training to ensure new software is embedded into your culture

APSCo wants to ensure that its meetings are useful and beneficial whilst staying within the law. In compliance with UK competition law, any discussions at meetings should not involve any exchange of sensitive commercial information, e.g., pricing or components of pricing which may appreciably prevent, restrict or distort competition, or any discussion/agreement about whether or not to work with particular clients. All our meeting chairs are briefed not to allow discussions to stray into such territory, but we would ask you to be mindful of this during networking sessions.

Speaker profiles



Daniel Fox

Daniel Fox is Marketing Manager at Mercury. Daniel has worked in the recruitment technology market for around eight years, promoting SaaS solutions that improve recruiters' lives worldwide. As a Microsoft Partner with a background that has seen him represent two CRM companies and partner with more than a dozen others, Daniel is well-placed to see how technology is now changing the recruitment landscape forever.



Teri Etherington

Teri has spent over 20 years in and around the recruitment sector and absolutely loves it. She spent ten years in front line recruitment before moving to Recruitment International as Country Manager. Teri joined the APSCo team in 2018 as Partner Success Manager. Since this time, Teri has been supported through an Executive MBA programme before joining the Talent Development team in February 2022.

Teri is passionate about the recruitment industry and believes the amazing individuals are a big part of what makes it so special. Throughout her recent studies, Teri has gained a new understanding and respect for the important role continued training and development play in bringing out the best in all of us. Teri's role is to ensure the APSCo Talent Development offering is front of mind and best in class when it comes to professional training within the recruitment professional.