

# ProfiPower, The Talent Network

**ProfiPower is one of the key players on the Hungarian recruitment market. Dr. Ilona Jankovich, managing director talks about the company's recent developments and the trends on the Hungarian labor market.**



Centers and interview days for our clients which have shown to be very successful recruitment tools. Today we are operating with 50 consultants and our previous fields of expertise – finance, commerce, engineering and IT/Telco – has been expanded with fresh graduate and international recruitment.

**Q: What is your key to success?**

A: We are business focused which to us means that we concentrate on building lasting partnerships with our clients. Keeping this in mind we need to understand our client's long term goals and what role we play in its realization. Once this has been established we are then in a position to deliver our services in an agile, decisive and efficient manner. The international background of our consultants is many times considered advantageous when acting upon the requirements of international companies.

**Q: How is the Bucharest office developing?**

A: We have successfully expanded to the Romanian market where the Bucharest

branch is totally operational and experiencing early successes. The plans are to, once again, set the benchmark when it comes to permanent and temporary recruitment services. According to my experiences the Romanian workforce is diligent and dedicated. The most successful candidates usually possess real skills that they acquired working abroad. As the Borders across Europe start to disappear it has become essential that foreign employers and candidates alike find a common ground and those professionals who have already experienced it first hand have a natural advantage.

**Q: Why do you use the slogan ProfiPower the Talent Network?**

A: Our clients and our candidates are interested in our network. Networking has taken a completely new dimension these days. The online networking has reached a new era, which we want to be part of. Also with regard to the 'networking in person' we offer innovative solutions.

**Q: What trends have you been noticing on the labor market?**

A: Although the Hungarian economy is going through a difficult time, we are not experiencing a decrease in the demand for recruitment services. An important factor affecting the Hungarian job market is the increasing unemployment rate within the public sector, the government is laying off a considerable amount of its workforce, who are used to centrally regulated 'nine-to-five' jobs. ProfiPower as a human resource partner also deals with interim professional placements, which is a newer concept in the region but will soon play a crucial role in Hungary and the CEE job market.

Entering the EU meant market opportunities but the competition is also much tougher and for that reason the skills requested of management and professionals is only growing.

I believe that ProfiPower has answers for these challenges and it is our intention to play a key role in the establishment and stabilization of a professional workforce in Hungary and Romania in order to be able to compete on the increasingly competitive European labour market.

**Q: What can you tell me about recent developments at ProfiPower?**

A: Due to our continuous expansion we needed to move offices last year. Our new office in Millenáris Park enables us to accommodate in-house Assessment