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GET RECRUITED
IN THE FASTEST
GROWING BIZ
Rashesh Doshi,
Managing
Director, Talent
Corner



FRANCHISING
HAS GROWN
OUR BUSINESS
BY 35%
Anil Mathur,
COO, Godrej
Interio

DEMONETIZATION:
HOW IT WILL
EMPOWER THE
FRANCHISE
INDUSTRY

THE SECRET
INGREDIENTS
IN FOOD
BUSINESS

GET RECRUITED IN THE FASTEST GROWING BIZ

Thirty four year old Rashesh Doshi seeks franchisees who are keen to work from home for his brand Talent Corner. The brand which leads the pack in talent acquisition industry is looking at partners pan-India. Read on to know more about the brand & the lucrative opportunity it offers.

By Beny Sachdeva

Human resource industry is at upturn stage. How organized this industry is & what role do you play in the same?

Currently the recruitment industry is relatively unorganized with several start ups launching their businesses intuitively rather than being backed by data, systems & credibility. Eventually, such startups give up & create an unorganized ecosystem. To perk up this scenario, we are creating a franchise opportunity for those with aspirations in this industry to reap dividends.

What was the reason of launching your brand & what were factors that helped the growth of Talent Corner in the last three years?

Let's be honest, Talent Corner was launched thanks to the entrepreneurial DNA that we Gujarati's are born

with. With God's grace now it has become a brand which works with over 900 clients. The growth & success in the last three years has been remarkable. Having grown at consistently 100% each year, we owe the credit to our franchise partners. They have not only responded well to the increase of customer demand but have kept high quality of customer service by ensuring that they themselves are continuously learning.

Is it your own brainchild or family run biz?

Talent Corner was conceived by my father, Bankim Doshi. I joined him two years after its conception. The business however is professionally run with the support of top management executives while we still remain at the helm of affairs.



Bankim Doshi
Chairman,
Talent Corner

Rashesh Doshi
MD, Talent Corner

FRANCHISE FACTS

Investment
Rs. 2,70,000
All Inclusive

Return on Investment
More than **200%** Second
Year Onwards

Area
No Infrastructure Required.
Home, Coffee Shop or a
Co-Working Space will Do.

Break-even
6-9 months

Expansion Plans
Across India.

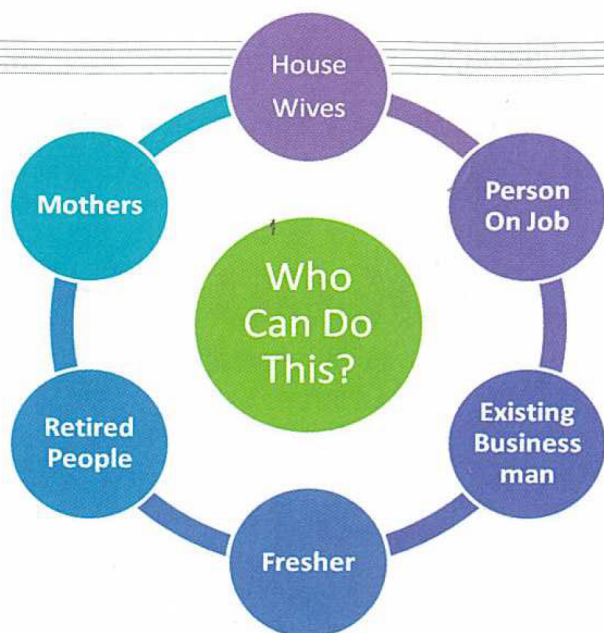
When the brand was launched, what was the scenario of Indian human resource market? How do you see the market now?

The Brand was launched

in a Tough Period of 2002. We braved in our entry when most were exiting. It worked for us. With economy poised to grow, we are seeing increase in mandates. We are still not at the euphoria stage & are expecting it by mid 2017. This makes "Now" a perfect time to be part of the Industry.

How much do you support online business format in your category?

Technology has played a game changer in our industry. It has complemented our business beautifully while still increasing our relevance. Our entire



process is executed online with the Human Interface. It is unlikely for any technology in the near future to completely take over our process.

What made you choose franchising & how has it helped the brand in scalability?

Our thought process was clear from day one; if we need to bring scale to the business then we need to rope in like minded entrepreneurs. We now have the ability to meet client demands pan-India including certain tier II cities; client satisfaction is only improving with more accountability in the quality of service & the growth in numbers is speaking for itself.

What are the benefits of becoming a franchisee of your brand?

Firstly, the most significant aspect is that

we bring the clients while the franchise partner focuses on servicing. Secondly, we have a brilliant & continuous training program. Most importantly, there is no requirement of infrastructure which makes us a low investment business. All finance & compliances related matters are handled by us. All this makes our partner direct his/her energies toward "keeping the client happy".

What business format do you prefer for scalability?

We are only focusing on the franchise model for scalability.

What kind of growth do you see for your brand in the next five years?

We are seeing more than 100% demand increase each year for the next 3-5 years which makes it quite a challenge for us. A lot of this demand will come

FRANCHISEE TESTIMONIALS



Roshitha KM
Coimbatore

The last three years of my journey with Talent Corner have been exciting. There is always freedom of work & I do not feel that I am pushed to work. We are encouraged to grow & are provided with opportunities for advancement. The efforts taken by the head office are truly appreciated.



Ankur Sharma
Jullundhur

I see Talent Corner as a lifelong partner. I am inspired by their Vision 2025. I am working on growing my team to 6 people as work from clients has been growing steadily. I would recommend Talent Corner to anyone having realistic expectations.

from tier II cities. At the same time we are already in close discussions to expand our brand to the UAE & Sri Lankan market.

How many centres do you have and what are your expansion plans?

We have 32 franchise partners. Our vision is definitely to grow but we continue to be highly cautious about the quality of partnership. For us, it is of utmost significance that all our partners do well.

Any preference for women entrepreneurs or people with same background as your business partners?

Woman Entrepreneurs especially home makers have been brilliant business partners. They come with a big sense of discipline & time management. While we are open to people from the HR/ recruitment

industry, we actually prefer people from diverse backgrounds. They come with bright ideas, unmatched enthusiasm & an open mind to learn.

What criteria do you follow to select the franchisees & what kind of training and support do you provide to the franchisees?

Our most important resource requirement is "Time". Without this there is absolutely no point starting this business. We are only keen to engage with someone who is interested in a long term association & who understands the values of building relationships. Our four point training module includes a personal induction training, a team coach, continuous online trainings, video tutorials & podcasts. our support includes client acquisition, candidate database & matters related to finance, admin & compliance. ●●

5 TRENDS OF RECRUITMENT INDUSTRY

1 Job opportunities are increasing in the new metros, south & west india are leading here

2 Demand starting to come from tier II cities. Make in India is working

3 Loads of opportunities coming from the exciting startup arena

4 Learning & development is becoming the game changer

5 Mergers & acquisitions are around the corner



MILESTONES OF OUR COMPANY

1 APRIL 2002 Birth Of Talent Corner.



Company Profitable in its 1st Year of Operation. **2003**

Team Grew from 3 to 16. **2005**



2006 Second Office in Mumbai with another 30 People. Team Strength 70.



Launched our Franchise Model. First Franchisee in Vasai. **2011**

Talent Corner Became Talent Corner HR Services Pvt. Ltd. **2007**



2012 Franchisees Grew to 5.

2014 Became Global. Started Doing Recruitment to Dubai.


We Grew to 32 Franchisees. **OCTOBER 2016**



Talent Corner HR Services Pvt. Ltd.
India's Leading Recruitment Company

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