



## **SUCCESS STORY – ROBERT WALTERS**

**Established in 1985, Robert Walters is a world-leading specialist professional recruitment consultancy that operates in 28 countries, placing candidates on a permanent, contract and interim basis across a range of professional disciplines.**

Robert Walters Toronto specializes in the recruitment of finance and accounting professionals across the financial services sector. As the financial powerhouse of Canada and with the second-largest financial services sector in North America, the Toronto Region has emerged as an integral location in the global market for Robert Walters. Based on the number of educated professionals here, the region is punching above its weight. Additionally, with changes in immigration regulations and federal government plans to bring more professionals to Canada and the Toronto Region, there is increased opportunity for the company to leverage their global footprint to attract top foreign talent from their other markets.

After an introduction from the British Canadian Chamber of Commerce and Trade, Toronto Global worked with Robert Walters to provide advice on establishing business operations in the Toronto Region, including incorporation, payroll, human resources and legal considerations. The company used Toronto Global resources and marketing materials as part of its business development plan to successfully pitch expansion to the Toronto Region. Robert Walters chose to locate in Toronto's financial district based on proximity to their clients and the region's burgeoning financial services industry.

Robert Walters is now focused on recruiting qualified accounting professionals into permanent positions in the Toronto Region financial services sector. The company plans to expand this offering to accounting opportunities in other sectors, as well as open a dedicated Legal, Risk & Compliance Division early next year to help assist clients' growing demand for qualified professionals.

"Toronto Global was very engaging from the start and able to provide valuable connections to help our company network in the Toronto Region market. Office space and lease costs are much more competitive here than other locations where we have opened in the last five years, such as San Francisco and Dubai. There are few barriers to entry in the Toronto



Region market from a licensing and regulatory perspective and the current government intra-company transfer scheme makes relocating staff seamless and timely compared to many other global financial centres.”

– *Martin Fox, Managing Director, Robert Walters Canada*