

## **Employment Law And Health And Safety Advisor Has Record Sales Month**

*Employment law specialist and health and safety advisor Bibby Consulting & Support had a record sales month in October – its best month in nearly four years.*

December 6, 2011 (FPRC) -- At the same time, the Newcastle-under-Lyme Company has created a number of new posts over the last few months, including a head of projects, Steven Attwood, to manage long-term in-house investments in systems and processes, and a dedicated training manager, Jon Hughes, to further expand their training services.

A key factor in Bibby Consulting & Support's growth has been its continued expansion into major target markets such as care homes and franchising. Major contract wins from big names like Select Healthcare and the Domino's Pizza Group have reflected the increasing demand for the company's expertise in specific market sectors.

Understanding the needs of a sector and being able to deliver skills and solutions that have been refined over the years are the main reasons Bibby Consulting & Support has seen such impressive growth, according to Managing Director Michael Slade.

"By specialising, we have been able to show that we can clearly provide our client base with a level of service and support that is specific to their business needs," he says. "As a result, confidence is very high within the company and we are achieving all of our goals."

As well as supporting customers, Bibby Consulting & Support has put long-term investment into its own staff. This includes a programme of having all of its Tele-marketing team in Newcastle under Lyme accompany field sales people to gain a deeper understanding of customer's needs. The company has also provided funding and support to enable staff to secure further qualifications. This has included training courses for people within support functions, as well as studies leading to qualifications for client facing staff, through the Chartered Institute of Personnel and Development.

"We see this as succession planning," says Slade. "We have some very gifted individuals who, having initially joined the business via the Tele-marketing team, have then gone onto use their degrees to great effect within other departments, such as our Business Improvement function or others who have qualified in specific areas of Employment Law to help run our indemnity activity. We see investment in staff as a great way to prepare the next generation. Whilst some businesses are cutting training budgets, we believe investment in our people is exactly what is needed to create a successful business."

Bibby Consulting & Support's parent company the Bibby Line Group has once again won a National Business Award 2011 in partnership with Orange. The judges said: "Demonstrating that a large and diverse business can deliver consistent growth with family values at its core, Bibby Line Group has demonstrated a recognised commitment to staff, and ethical practice has been driven by strong leadership and management." Slade concludes: "If you are recognised as a good company to work you will attract the best people and that's vitally important to ensure we continue to provide a top quality service to our customers."

For further information about Bibby Consulting & Support employment law specialists and health

and safety advisors, visit <http://www.bibbycas.com>

**Contact Information**

For more information contact J And of Bibby Consulting & Support (<http://www.bibbycas.com>)  
08453 100 600

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