



ALS₂S₃
AL SOLUTIONS

www.alsolutions.co.uk   

Welcome to AL Solutions

Our vision is to lead the biometrics and clinical markets across the planet.

AL Solutions' is a young and vibrant recruitment agency who specialise in recruiting for the pharmaceutical industry. We are located in the heart of central London, a stone throw away from London Bridge station in offices overlooking tower bridge and the river thames.

We keep our focus niche; rooted in the Biometrics and Clinical sectors within pharmaceuticals. Our client base ranges from small & startup biotechnology companies, to big pharma and global contract research organisations. We tend to work with senior appointments but always look to help our clients if junior roles need filling.



I started ALS knowing I could take everything I'd learnt at my previous company and better it. The focus has been investing in my employees so we can provide a first-class service, and off the back of that enjoy the rewards of doing great business and building long-standing relationships."

Alexander Antoniou, Managing Director



From humble beginnings

Young, ambitious and with a point to prove.

The story starts with our Managing Director, Alexander Antoniou. After a very successful time at a large corporate agency, Alexander found himself the top billing consultant & mentor, whilst building a renowned reputation within the industry. It was then the penny dropped, having accomplished all he could at his present company and seeing the flaws holding it back, Alexander believed he had the foundations to build something unique.

AL Solutions began trading in January 2018. Imagine an office no larger than your childhood bedroom. Alexander knew that it would take grit, graft and guile to get him anywhere close to his previous standings. He worked tirelessly building his client-base and making as many placements as possible within the first year. Then, Jack joined the team. Jack was a highly successful consultant and ex-colleague of Alexander's. We quickly realised that we needed to build a recognisable brand – this is when Sam, our Marketing Exec and Guru, joined the team. We put the necessary building blocks in place and readied ourselves for the big City of London.

From then to now, ALS has hired several more energised consultants and isn't slowing down. The business is still niche but also works in the Clinical sector and has clients spanning the globe. We came out of the pandemic with record quarters, and want to keep growing. As we look to the future, our goals are to open offices in New York and Sydney. Why not help us make our mark as an international organisation?

ALS Milestones



What our
people



have to
say . . .

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Jack Kavanagh
Recruitment Team Leader

“After a few years working in recruitment, I'd decided it wasn't for me and had changed career paths. When Alex invited me to join his team, I wasn't sure. Two years down the line, I've double my earnings year on year, been promoted twice, and won the Rolex I'm wearing on my wrist. I feel it's safe to say; I made the right call.”

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Louise King
Delivery Consultant

“AL Solutions is excellent for experienced recruiters and those learning their profession. Working alongside an enthusiastic, driven, and supportive team infuses you with a 'sky's the limit' mindset. Since joining ALS I've already seen vast successes for myself and others. It's great to be a part of a young company so geared towards growth and success!”

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Gabriel Roberts
Associate Consultant

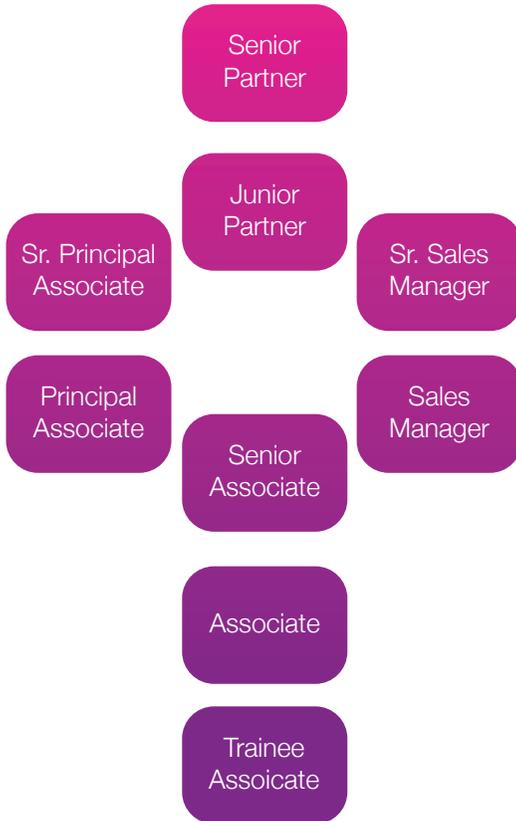
“AL solutions have the perfect mix of fun & professionalism from quoting movies to speaking with pharmaceutical industry leaders; this company has it all! Since joining ALS, I've become part of a fantastic team who all bounce off each other. I've also won a few incentives; from a tailored suit to Mont Blanc pens & clothes vouchers, there are incentives for everyone!”

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Your journey to the top

ALS offer two career pathways to our employees. What's great about our structure, is whichever path you take, you'll come out on top!

Once you've reached the Senior Associate position, it's up to you to decide whether you'd like to manage a team, or go it solo and focus on big figures. Both have clear and measurable targets, and you'll be supported in your efforts to reach these.



Principal Path

To reach Senior Principal Associate

Bill 500k in a year
10x client side 180 deals in 6 months

To reach Principal Associate

Bill 500k in a year
10x client side 180 deals in 6 months

Manager Path

To reach Senior Sales Manager

Build a team including:
- 3x Senior Associates
- 1x Sr. with a trainee

To reach Sales Manager

Manage a billing Associate
Mentoring Junior Associates

Delivery Path: We also offer an additional path for those who prefer not to do business development.

Learning & Development

AL Solutions prioritise your learning and offer multiple training avenues.

At ALS, we know the importance of your growth and development. Below you'll see the three main methods we utilise to ensure you get off to the best possible start and never stop improving your skill set.

New starter



When joining ALS, you start a 12-week programme to teach you everything you need to conquer recruitment. We're happy to take on trainees with no previous experience, as we feel this gives us the best opportunity to install all the successful habits you'll need to become a top billing consultant.

Performance coach



Ever worked in a company where you have a dedicated performance coach (PC), helping you set goals and holding you accountable to achieve them? Well if you work with ALS, you'll get just that. Our PC is there to help nurture talent and provide support in areas that need improvement.

External training



Although we're confident in our ability, we see the value in a second opinion (especially a professional one). That's why we bring in Annie to teach you some incredible techniques that will raise the standard of your game. She has over 30 years in recruitment and a wealth of stories to translate this into valuable lessons.



I have 30+ years of recruitment experience, working in several industries (including pharma), and across the globe, I now use the skills and knowledge I've gained to teach others. I've loved working with AL Solutions; it's a fantastic company with a wonderful bunch of consultants. I would recommend it as a great place to grow and hone your skills."

Anne-Marie Tribe, External Trainer

Benefits & Incentives

AL Solutions won't be beaten on incentives and benefits, from rolex watches to trips to Las Vegas!



Holidays



25 days holiday
Bank Holidays
Christmas Break

Facilities



Discounted gym membership
Gym on site

Lifestyle



Remote working
Leave early incentives

Incentives



Three-piece tailored suit
Rolex watch
Ballers lunch



We offer a commission structure that has seen some of our consultants earn monthly paychecks in excess of ten thousand pounds within their first year; not to mention spontaneous monthly incentives, and quarterly & Christmas bonuses!"

Alexander Antoniou, Managing Director

Earn hard, play harder!

Make money, dream big, and have fun!

There's a winning mentality at ALS. Every one of our consultants has BIG goals and the drive to succeed. That said, we like to have fun too!

Whether it's beer pong at sink house, cocktails in the sky garden or slot machines in Vegas, the guys at ALS make sure we enjoy ourselves. If you're hungry to earn and up for a few drinks come the weekend, this is the right place for you!



Who we've worked with

Since our inception, ALS has partnered with a broad array of clients. From niche startup biotechs, to big pharmaceutical companies and CROs. All on a mission to fight various diseases and illnesses.





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AL SOLUTIONS

If you're interested in working in a high earning recruitment career,
in the industry of saving lives, contact us today!

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