

Case Study

Finding the Right Fit for Total Fitness

Background

Total Fitness runs 15 health clubs across the North of England and Wales, serving 100,000 members with a 600-strong team. They needed a new Head of IT—but wanted more than a standard recruiter. They wanted a trusted partner.

What we did at a glance:

Delivered full shortlisting & interview process in **3 weeks**

Used **video interviews** to boost speed & cultural fit

Hired an IT leader who's **still delivering** 18+ months on

Solutions & Benefits

AI automation was integrated into:

-  **Exclusive Deposit-Led Model**
-  **All-in Partner Approach**
-  **Fast, Structured Process**
-  **Video Interviewing for Better Fit**
-  **Free Replacement Guarantee**



The Result

 100+ candidates approached

 8 interviewed over Teams

 1 standout hire: Karl Ellis, Head of IT

 Time to Hire: 3 weeks

Cost Savings & Scalability

Flat-fee with staged payment: Budget clarity from day one

No% fees: More value, less margin pressure

Repeatable model: ideal for future senior or niche roles

Reduced risk: Exclusive model = higher commitment, better hires

Let's Work Together

True Worth Consulting is dedicated to providing seamless solutions tailored to your needs.

TRUEWORTH AI PEOPLE STRATEGY SOLUTIONS COLLECTIVE TECH XLS

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