



Katie Borton

Recruiter of the Year

Katie Borton from Launch Recruitment

Katie Borton believes that if you look after the people, the money will follow. It's a philosophy that has taken her from inexperienced trainee recruiter to this year's FEMA Recruiter of the Year in just four years.

"Good recruiters are not just focusing on the money, they want to do right by the candidate and the client and by acting with honesty and integrity, the billings follow," Ms Borton says.

UK-born, she arrived in Sydney in 2007, from a job sourcing services for a supermarket chain's school voucher system. Hired by Launch Recruitment, she assisted a senior recruiter for eight months, then moved to the company's temporary and contract desk. Working a 360 desk, she does everything from client brief through to appointing and settling in new staff.

"It is very fast paced and really fun and varied," she says. The key is that "you don't take that sales model of recruitment and don't think of people as numbers and realise you are helping people through possibly a difficult time in their career; for example, people who have been made redundant and are unemployed and need something quickly."

Ms Borton, 26, spends time at the gym, plays netball and tennis to ensure the life balance she says is essential in recruiting. She is engaged to her risk manager partner Peter, who is also English. But with her business growing thanks to client referrals – "I rarely do cold calling" – she is sticking with Sydney and the career she loves.

Paying tribute to Launch for giving her a chance, she was amazed to be nominated, let alone to win. She told a colleague who nominated her, "don't be silly, that's for people with lots of experience."