

**RETAIL**



**WE MAKE  
IT HAPPEN**



**A GOOD  
COLLEGE WITH  
OUTSTANDING FEATURES**  
Ofsted 2016

# ROUNDHOUSE CORPORATE

Roundhouse Corporate is the employer arm of Derby College Group. We work with employers and other stakeholders across the retail sector to predict and serve their needs.

## OUR SERVICES

- **Skills solutions:** raise your quality of service by building a forward-looking, confident and capable workforce
- **Apprenticeships:** harness fresh new talent to secure the future success of your business
- **Higher education:** nurture the dynamic leaders of tomorrow, foster a culture of innovation and boost staff retention
- **English, maths and digital skills:** transform the efficiency and credibility of your organisation by enhancing your team's core skills
- **Professional training and development:** improve your management performance, upgrade your business administration and comply with latest legislation and regulations
- **Recruitment:** find enthusiastic and highly employable students to fill your part-time and casual vacancies
- **Conferences and events:** deliver professional and memorable events in our iconic venues

# WHY WORK WITH US?



- **Specialist qualifications:** our dedicated National Retail Team offers high-quality training to meet each employer's specific business objectives.
- **Well connected:** we have strong links across the sector, from high street stores to supermarket chains, independent fashion retailers to online traders. We also specialise in working with third sector organisations who increasingly rely on retail operations to meet their fundraising goals.
- **Maximum flexibility:** our skills solutions are designed around you and your team. Our well qualified and industry experienced staff travel widely to deliver work-based and one-to-one training and assessment.
- **Variety and choice:** our programmes reflect all aspects of retail, from warehousing and storage to customer service, team leading to sales.
- **Creative flair:** our expertise in marketing, buying, fashion forecasting, brand identity and styling can help businesses meet the growing demand for more engaging shopping experiences.
- **Rigorous standards:** our engagement with employers was rated 'outstanding' by Ofsted, the Quality Assurance Agency gave our higher education provision its seal of approval and we have a string of national accolades for the standard of our careers advice.

# EXPERTISE AND SUPPORT

Whatever the needs of your organisation, Roundhouse Corporate helps you develop skills solutions which deliver exceptional results. We're with you every step of the way on your journey to success.

## **Business Development Consultant**

A member of our business development team will work with you to analyse your organisational needs.

## **Skills solution**

A holistic skills solution will then be negotiated with you, clearly identifying the benefits to your organisation.

## **Business support**

Your dedicated Business Development Consultant will liaise with you regularly to ensure that you are consistently delighted with our service. Throughout, they will measure the impact of the skills solution on your organisation, adapting and extending the service where necessary to reflect your real-time needs.

## **Flexible delivery**

Our team of professionals, all with experience relevant to your sector, will deliver your skills solution at a venue and time to suit your needs. It may be at your own premises or at one of our vanguard centres of learning.

## **Business impact**

Your Business Development Consultant will evaluate how effective the skills solution has been for your organisation and the benefits you and your workforce have gained. They will also discuss any follow-up services to keep your journey to excellence on track.



**ALLOCATION  
OF BUSINESS  
DEVELOPMENT  
CONSULTANT**

**SKILLS SOLUTION  
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**BUSINESS  
SUPPORT**

**DELIVERY  
COMMENCES**

**BUSINESS  
IMPACT AND  
FOLLOW UP**

# APPRENTICESHIPS

Designed specifically to meet your needs as an employer, apprenticeships ensure your workforce has the skills and qualifications you need now – and for the future.

Roundhouse Corporate boasts a wealth of expertise in recruiting and training apprentices for vital roles across the retail sector.

We support a broad range of apprenticeships in areas such as customer service, team leading and supervision, all tailored specifically to retailing. They go all the way up to the Level 4 Apprenticeship for Retail Managers.

Ofsted inspectors said that our apprenticeships were well planned to meet the needs of employers and praised the way we help apprentices progress to sustainable employment, promotion and higher levels of responsibility in the workplace.

## THE BENEFITS FOR YOU

With an apprentice, you will be bringing in exciting new talent. They are eager, motivated, reliable and loyal to their organisation – and you can steer their progress to suit your needs.

By joining forces with us to develop your apprenticeship provision, you could fill your skills gaps and solve your recruitment problems. Recent surveys show that a majority of employers find apprenticeships more cost effective than hiring skilled staff, reducing their spending on training and recruitment.

We help you find the ideal candidate for your vacancy: someone to fit in well at your organisation. We can even arrange work trials before you sign them up.

Our Assessors will then work with you and your apprentice all the way through the training to keep everything on track.

Flexibility is key. Our programmes can be adapted to suit your working schedules and achieve maximum impact with minimum disruption.

We are always happy to discuss different modes of delivering training and to advise you on the funding available to support apprenticeships, including guidance on the Apprenticeship Levy.





“ Apprentices develop good vocational skills which improve their employability, and which contribute to the success of their employers’ business. ”

Ofsted

## HOW IT WORKS

To help you maximise your return on investment in apprenticeships, we will:

- Send a Business Development Consultant into your organisation to support the process end-to-end
- Help plan your strategic workforce development and succession planning
- Advertise your vacancy for free over numerous media platforms across the Derby, Derbyshire, Nottingham and Nottinghamshire (D2N2) area and, in some cases, nationally
- Select prospective apprentices through robust screening and interviews – all at no cost to you
- Arrange interviews and/or selection days to choose the best person for your organisation – again at no cost
- Deliver training in essential employability skills to ensure your apprentice is ready for the workplace
- Assist you to access any additional funding to support apprenticeships
- Support you and your apprentice to gain maximum benefit from the programme
- Secure the provider for any endpoint assessments which might be needed.



Apprenticeship Area	Level 2	Level 3	Level 4
Retail	●	●	●
Business	●	●	
Customer Service	●	●	
Team Leading and Management	●	●	
IT User (software)	●	●	

# FIRST CLASS TRAINING

From all-important skills in English and maths to advanced specialist qualifications, we offer highly flexible routes for you to upskill your workforce. We can foster greater confidence, capability and motivation within your teams.

## CAREER LEARNING LADDER

Would your employees benefit from additional specialist qualifications? Are you looking to build a more versatile, adaptable and multi-skilled team? Would you like to enhance your productivity, efficiency and reputation for excellent customer service?

Our Career Learning Ladder portfolio could be the answer. It features highly flexible part-time and workplace-based programmes covering everything from warehousing to retail sales. For many programmes, there are multiple start dates offering maximum convenience.

Contact us about funding for these opportunities. Free training may be available for adults meeting certain criteria: under a current government trial, this includes employees on low wages.

## ENGLISH, MATHS AND DIGITAL SKILLS

Britain often lags behind its competitors when it comes to the English, maths and digital skills of its workforce.

Employees with low or no English and maths qualifications can cost your organisation money, business and reputation. Our team of experts will work with you to deliver training programmes that upskill your staff in these crucial areas.

We also offer a full range of workshops to help your staff improve their computing, digital and administration know-how – an excellent way to provide your clients with more efficient and effective services.

This includes Microsoft Office Specialist training in packages such as Word and Excel. As a Microsoft Showcase College, we are part of a global network of institutions supported by the company to use technology to inspire quality teaching and learning.





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# NURTURING LEADERSHIP

Dynamic, forward-thinking leaders will transform your organisation's productivity and performance. Our innovative programmes can help your staff realise their management potential and make even more positive contributions in the workplace.

## PROFESSIONAL DEVELOPMENT

Roundhouse Thinking delivers high-end training that will help your organisation harness new and transferable skills, address complex challenges and drive growth and efficiency. This includes creating entirely bespoke programmes tailored to your values, culture and strategic ambitions.

Our experienced team specialises in all aspects of leadership and management, HR, finance and customer service. We can also help you comply with regulations through accredited qualifications in areas like first aid, health and safety, fire safety and food safety.

Open courses and e-learning opportunities mean that you can bridge the skills gap instantly and your staff can benefit from studying on the go.

## HIGHER EDUCATION

Making higher education part of your long-term workforce development plan is a smart move. It gives your staff clear progression routes to advance their own career goals while setting new professional standards for your organisation.

A recent addition to our portfolio is the HNC in Fashion and Textiles, which has a retail focus. It reflects a growing demand for retail professionals who can combine their solid understanding of the industry with strong creative flair. Centred on our dedicated studio facilities featuring up-to-the-minute trend forecasting software, the HNC develops high-level skills in areas like art direction, brand identity and styling.

# INVESTING IN THE FUTURE

Why not join us in shaping the workforce of the future? There are many ways in which you can work with Roundhouse Corporate to generate new talent for the success of your organisation and the economic wellbeing of our city, county and region.

## GET INVOLVED

You can help us in our mission to bridge the gap between education and employment.

### Shape the curriculum

Join one of our Employment and Skills Boards, where leading organisations collaborate with us to co-design and co-deliver learning opportunities for students.

### Establish an Employer Academy

Become one of the growing number of organisations which have set up specialist academies to work with a select group of high-calibre students and help them build sector-specific employability skills.

### Offer work experience

Nothing beats on-the-job insights to equip students with the right skills and attitudes for their chosen career. You could help by offering placement opportunities, work experience and workplace visits – or run special projects to engage and challenge students.

### Deliver masterclasses

Your expertise and experience could motivate and inspire our students to achieve more. We welcome employers who can deliver guest lectures and careers talks or even provide professional mentoring.







# SERVING YOUR ORGANISATION

As part of its drive to bolster prosperity in the region, Roundhouse Corporate also assists employers with a specialist recruitment service and a professional conference and events service.

## LOOKING TO RECRUIT?

If you are seeking affordable, motivated staff who can cover casual shifts and work flexible hours, our Roundhouse Recruitment service could provide the ideal solution.

We can match you with enthusiastic students who want to earn extra cash through part-time employment while they are studying. Ours is a full recruitment service, bespoke to your requirements, and we have a proven track record for securing high-quality candidates to fill vacancies in a variety of organisations.

## PLANNING AN EVENT?

Conferences, ceremonies, exhibitions, formal dinners, training workshops, team away days – whatever you're planning, we offer an acclaimed events service with stunning venues to match.

Our dedicated and experienced Roundhouse Events team will help you plan and deliver memorable events to perfection, taking full advantage of the first-class facilities across the College's campuses in the city and county.

The flagship venue is the grade II\* listed Roundhouse, with its impressive architecture and world-renowned status in railway history. Having played host to the likes of *BBC Question Time* and the *Antiques Roadshow*, it is an iconic setting for event organisers looking for a space with immense potential and charm.





The Roundhouse  
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**FIND OUT HOW WE CAN HELP YOUR ORGANISATION**

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