



# From grad to great!

## The story of Ryan Luckman and FMC Meditech

When Ryan joined FMC as a fresh-faced graduate, the Managing Director described his passion and energy as like a Labrador puppy. Ten years on he may be house-trained, but his passion remains.

### Stumbling upon FMC

It was 2007 and the somewhat slimmer Mr Luckman had just finished studying history at university in Nottingham. Stumbling through his final days of student life, Ryan fell upon FMC when they sponsored his graduation ball. He found a small handout and tore off the contact details, popped them in his dinner jacket pocket, and forgot all about it!

It wasn't until he returned his suit to the rental shop and they searched his pockets that they found the crumpled piece of paper and handed it back to him.

He gave the number a ring on his walk home, got an interview, and his FMC story began...



Back in 2007



Ryan today

Why does  
Ryan work  
at FMC?

“

The people and autonomy. I work with fantastic graduates, managers and directors, and love the variety in the profile of companies we work with.”



What does  
FMC mean  
to Ryan?



If you sliced me in half, FMC would be written down the middle. FMC has not only allowed me to succeed in recruitment and grow FMC Meditech, but meet my wife, buy my dream house and create my first tiny human!"

## Superstar starting out

Starting out as a recruiter, Ryan excelled in candidate identification and impressed with his ability to build rapport with candidates, managing them through the recruitment process. By 2008, just a year later, he was promoted to senior recruiter and started to manage his own client relationships.

He continued to smash it and a year later, in 2009, started to win his own clients as a fully-fledged account manager. Although his first client meeting didn't go so well (he got his finger stuck in a coffee mug and embarrassed himself terribly...), he did something right. He secured £30,000 of work from that first meeting! Success in recruitment continued from there...

## The start of the FMC Meditech empire

Fast forward to 2012 and Ryan had just landed the first meditech job. A National Sales Manager for a multi-national optical manufacturer. Off the back of that success, and after building himself a fantastic network, by 2014 he had built multiple key accounts and was starting to think he was onto something! He loved the market and the people in the market and they seemed to respond well to him. He hired his first two employees to work the accounts, while he continued to build on his successes.



## Today and the future

Ryan is now an Associate Director at FMC, since getting promoted in a pub in the middle of the Welsh countryside, after clambering up Mount Snowdon with his team. He now has a team of seven, which is continuing to grow. Through working with some of the best brands in the business, he is now growing FMC Meditech into the future, with the hope of being recognised as the #1 meditech talent business.

**Thanks Ryan, we're proud of you!**

Meet the rest of the Meditech team here...