



Ms Annie Yap  
Managing Director  
The GMP Group

I set very high goals for myself and  
push myself to the limits.

However, my focus is to draw  
fruitful lessons from each experience.

Personally, success is a journey,  
not a destination.



The Global Manpower Professionals (GMP) Group, founded in 1991, began as a recruitment company offering job placements for technical personnel in manufacturing-based firms. Awarded the prestigious Regional Headquarters status by the Economic Development Board, The GMP Group was also one of the proud recipients in 2005's Enterprise 50 awards organised by Accenture and The Business Times. From her humble beginnings, the group has progressed to become a regional human capital solutions provider across all industries. All this while, the group has upheld its vision - to provide ethical, efficient and effective recruitment through friendly and professional service.

This corporate vision coupled with the GMP mission and values have established a strong reputation for The GMP Group. The group's success is attributed to its firm commitment to fulfil the needs of clients and candidates in every industry. Over the span of 15 years, The GMP Group has set up six specialist divisions dedicated to serve the different requirements of every client.

**Ms Annie Yap first joined The GMP Group as a Recruitment Consultant in 1994, before rising through the ranks to head the company as Managing Director in 2000. She was instrumental in GMP's growth from a small local company into a successful international organisation, now with 12 offices in Singapore and four branches in Malaysia, China and Thailand.**

### On the challenges encountered ...

"I took over the helm at GMP in 2000 when GMP's founder was critically ill. Then the picture was not rosy at all. First, I did not manage to get a major vote of confidence from my customers. I was 29 and they felt that I was too young and inexperienced to run a company. I also had to deal with rumours that GMP would be sold, which had caused low morale among staff. To add to my woes, the business situation then had worsened due to the 911 terrorist attacks and the SARS pandemic."

### On the team at GMP ...

"I am very grateful to have a team of dedicated staff who supported and encouraged me along the way. They were my pillar of support during those trying times. As a team, we convinced and proved to our clients that though we were young, we were not inexperienced. We made extra efforts to understand their needs and find innovative solutions to meet their human capital requirements. Without my team, I would not be able to make it this far. I am very appreciative of their loyalty to the company and will not forget the battle we fought together to bring GMP to its present glory."

### On what defines a successful entrepreneur ...

"To me, a successful 21st century entrepreneur is one who has a work-life balance. It is futile to have a successful career but a non-existent social life. I feel that an entrepreneur should embrace life just like any other wage earner. The government is encouraging entrepreneurship among our youths. Thus, we must lead as examples by showing that successful entrepreneurs can lead a very fulfilling life too. This will also persuade more women to embark on an entrepreneurial career."

