

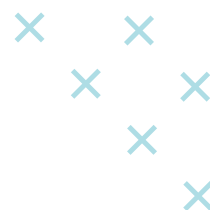


THE
sales
EXPERTS



CASE STUDY

HOW WE PLACED A CHALLENGING
SALES & MARKETING EXECUTIVE
ROLE IN 5 WEEKS



CLIENT

Office Company

SPECIALISATION

Luxury, central London serviced office company

SUMMARY

Successfully recruited a challenging luxury serviced office company with an exceptional Sales & Marketing Executive, overcoming experience constraints rapidly.



CLIENT BACKGROUND

Our client is a central London-based luxury serviced office company requiring dynamic talent to support sales, marketing communications. Finding qualified candidates with just 1-2 years of experience in the London market was notably challenging.

KEY STATISTICS

HUMAN RESOURCES

- 1** BUSINESS DEVELOPMENT MANAGER
- 1** SENIOR RECRUITER
- 1** TALENT ACQUISITION MANAGERS

TOTAL HOURS

150

TIMEFRAME

5 WEEKS

REQUIRED ROLES

- 1** London-based Sales & Marketing Executive with 1-2 years' experience.

RECRUITMENT STRATEGY

The challenge was sourcing quality candidates with limited experience in a highly competitive market. Our client was seeking a star candidate to fit within a demanding, high-growth environment – they were seeking a fresher with star quality – the best of the best!

We started with the development of a highly specialized candidate list targeting emerging marketing talent. We created a targeted outreach program focused on the best competitors' talent using personalised engagement, highlighting the career growth opportunities clearly available. Using profile and CV assessment together with an in-depth interview process, we thoroughly assessed candidates for strong alignment and fit.

After an exhaustive search, we presented three carefully vetted short-listed candidates. Our client identified an ideal candidate who quickly accepted the position.

RESULTS

Sales and Marketing Executive



- **Cold Screening of Candidate Profiles
- Agency Side Interviews Conducted
- Candidates Presented
- Client-side Interviews Conducted

*** Cold Screening represents the initial group of candidates identified as having a potential fit to the search parameters. These candidates were then contacted and those interested in the opportunity were further screened prior to scheduling Agency Side interviews.*



CONCLUSION

Our Client was highly satisfied with the precision and speed of our recruitment, effectively addressing their complex hiring challenge. They praised our ability to secure talent quickly, reinforcing their decision for future collaboration.

