

CASE STUDY

HOW WE HEADHUNTED A LUXURY
FRESH SEAFOOD FIELD
SALES EXECUTIVE IN 6 WEEKS



CLIENT

Seafood Company

SPECIALISATION

Premium Fresh Seafood
Distribution

SUMMARY

Successfully recruited an Experienced Field Sales Executive within a tight timeframe, meeting urgent client needs efficiently.



KEY STATISTICS

HUMAN RESOURCES

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

TOTAL HOURS

170

TIMEFRAME

6 WEEKS

CLIENT BACKGROUND

Our client provides premium food distribution to the hospitality and retail sectors across London with a focus on five-star restaurants and hotels.

Facing rapid expansion, our client urgently required skilled sales talent capable of immediately impacting their growing client base.

REQUIRED ROLE

- 1 London-based Field Sales Executive with strong fresh seafood sales experience.

RECRUITMENT STRATEGY

Our challenge was to rapidly source a high-performing sales executive in London's competitive and highly niche fresh seafood market. We started by building a targeted database from key competitors within premium food distribution. We then created a targeted outreach program and engaged top-tier candidates discreetly, emphasizing our client's unique career opportunities. Our rigorous candidate evaluation ensured precise skill and cultural fit. We then delivered three exceptional short-listed candidates swiftly. The client then selected a standout candidate immediately, ensuring rapid onboarding.

RESULTS

Key Account Manager



■ **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 delighted by the exceptional candidate quality and speed of delivery, minimizing business disruption and accelerating growth. They highly commended our swift, targeted recruitment approach and committed to future collaboration.

