

Case Study: Consumer Goods

Performing a highly confidential recruitment search for a senior candidate.

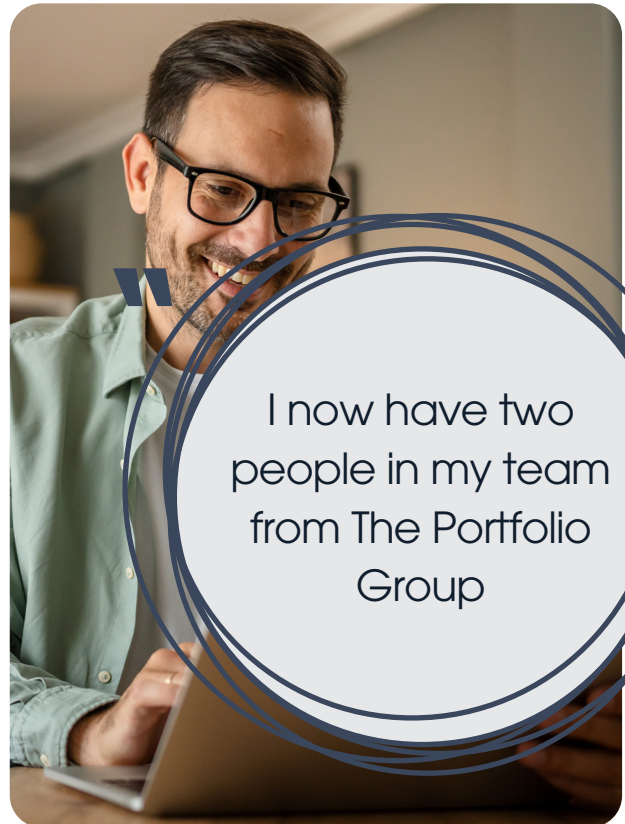
Q What recruitment challenge were you looking to address?

A We were looking for Credit Controllers with a specific background in FMCG, and we also required them to have SAP experience.

Q What was the impact of this challenge?

A It's been difficult to find good candidates because of the requirements we needed.

We have previously tried to work with candidates that did not have these, and because of the challenging nature of the industry, these people would struggle to fully understand our requirements and we would have to re-recruit often.



I now have two people in my team from The Portfolio Group

Q What capabilities were you looking for in a recruitment partner, and why did you choose us?

A One of the struggles in finding a candidate, is that other recruitment companies were not listening to our requirements. We were being passed candidate CVs that did not match the brief, and then trying to pressure us into meeting with them.

However, the consultant we worked with at The Portfolio Group listened, and then used his expertise in the area to actually give us candidates that aligned with the skills and personality we were looking for.

Q How did we help resolve the challenge?

A I now have two people in my team from The Portfolio Group, and they are both performing excellently


Q What has been the impact on your business?

A By having the right candidates in the role, who we have retained, means we have been able to save money as we don't have to pay out agency fees candidates that were not suited to the role.

It's also meant less time wasted by the company on interviews, onboarding, training and everything else, which is great for the business.

Q Would you use us for future recruitment needs?

A Of course, because I felt like when using your company, I was being heard. Despite wanting a specific profile, with The Portfolio Group I know that the consultant will match my requirements correctly, take his time if needed, and ultimately deliver me the right candidate.



I know that the consultant will match my requirements correctly

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