



Global Consultancy Search & Selection

Client Case Study

Client

A £5bn global consultancy and outsourcing company providing support to a wide range of public and private sector organisations seeking to maximise their commercial efficiency and increase return on investment.

Challenge

Our client regularly won new consultancy and outsourcing engagements, which required additional resources, who are able to deliver immediate benefit in highly complex and political environments.

They required highly experienced people on a permanent basis, within short timeframes, to work in often remote and unfavoured locations.

Requirements ranged from data analysts through to executive directors across a diverse range of industry sectors.

Approach

Assign a key account manager to work with the client to develop the brief and provide ongoing focused support.

Develop an on-going recruitment campaign to attract the best talent available within the market, comprising:

Interrogation of our comprehensive database of industry specialists.

Extensive communication across our professional

network.

Advertising requirement in relevant industry media.

Verification, assessment and initial interviewing of potential candidates.

Management of client interview and on-boarding process.

Communication with all candidates throughout the process.

Ongoing advice and support for the client to ensure outcome management and continuous improvement.

Communication activity across our extensive networks and support activities such as media advertising.

Outcome

Rigorous and robust processes developed to recruit the best resource at short notice, in line with new contract wins, resulting in all requirements being serviced.

A pro-active approach to search and selection identified in line with clients business development pipeline.

“Linea provide us with access to great candidates at short notice, they understand the nature of our business and are adept at identifying the right people even when sourcing for unfavoured locations.”

Head of Public Sector Procurement