

## Global Consultancy Search & Selection



### Our Client

A £5bn global consultancy and outsourcing company that provides 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 was regularly winning new consultancy and outsourcing engagements.

Engagements required our client to overcome complex and political environments with poor data in order to deliver immediate benefit.

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

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

### Solution

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 Linea's comprehensive database of industry specialists.

Extensive communication across Linea's 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 through-out the process.

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

Additional activity across our extensive network and support of activity with advertising in relevant media.

### Results

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

A proactive 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 adapt at identifying the right people even when sourcing for unfavoured locations.'

**Head of Public Sector Procurement**