

# CASE STUDY

## Search & Selection solutions for 100 Year old Financial Services Firm

### Background

This 100 year old US based global leader in financial services, offers solutions to world's most important corporations, governments and institutions in more than 100 countries. They are present in India since last 95 years. In last 9 years, they have helped raise more than US\$20 billion for Indian corporations through domestic and international offerings.

We had to hire for ASSOCIATE VICE PRESIDENT, MUMBAI.



Service Offered:  
Selection

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• Got position of AVP - Strategic Business Analysis to hire for Mumbai.</li><li>• When this position was received, Mumbai and Pune markets were already exhausted by client's internal hiring team and other vendors.</li><li>• All candidates were already contacted and found not compatible.</li></ul>	<ul style="list-style-type: none"><li>• We targeted the southern India market i.e. Bangalore and Chennai which are the Shared Services Hub.</li><li>• With the help of well defined Search &amp; Referencing, we managed to get 4 candidates with strong exposure in Data Science and Strategic Business background.</li><li>• These four candidates were shared with the client's hiring team within 2 days of receiving the mandate.</li></ul>	<ul style="list-style-type: none"><li>• Out of those 4 candidates two got into final select stage and one of them joined the client within 40 days.</li><li>• On the basis of this particular closure, we received two more escalated positions of AVP Operational Risk and AVP Planning and Analysis from the client's Bangalore and Mumbai office.</li><li>• These positions were closed within 45 days after the previous one.</li><li>• We remain the preferred recruitment partner for the client.</li></ul>

**Duration** - 2 months

**People Hired** – 3

**Roles** - Strategic Business Analysis, Operational Risk, Planning and Analysis

**Locations** covered – Mumbai, Bangalore