

# Case Study: Recruitment solutions for a leading apparel conglomerate of a multibillion Indian multinational group

## Background

Our client is a leading conglomerate in the retail industry with different regional offices. The client recently made an acquisition of a big brand in retail and had an immediate task to set-up a merchandising team with vacant positions across various levels.



Service Offered: Search & Selection

Challenges	Solutions	Results
<ul style="list-style-type: none"> <li>• Strict timeline to support business continuity as most of the existing team exited post acquisition</li> <li>• Multiple requirements and across levels</li> <li>• Role based at Mumbai whereas the market concentration and available talent pool was in Delhi and Bangalore</li> </ul>	<ul style="list-style-type: none"> <li>• Project initiated with 'Competition Analysis', to identify available talent</li> <li>• Exclusive team formed to prepare an extensive database through 'Headhunting', 'Referencing' and 'Internal database'</li> <li>• Talent profiling and counseling to identify right fit and present new opportunity and growth prospects</li> </ul>	<ul style="list-style-type: none"> <li>• Hiring within the timeline- all hiring numbers were met and all positions were closed successfully</li> <li>• Even senior level profiles were closed in short span of time</li> <li>• Complete team was hired to get the backend operations functional</li> </ul>

## At a Glance

**Open positions:** 30

**Role:** Middle to Senior level; VP- Category (Ethnic wear), Head Buying (Mens wear), Head Design (Women wear)

**Project duration:** 3 months