

CASE STUDY

Search & Selection solutions for one of the leading global FMCG companies

Background

The Client is a leading European consumer goods company with presence across multiple countries and produces health, hygiene and home products.

They wanted to hire **CHIEF FINANCIAL OFFICER, PAKISTAN**, but wanted someone who had global exposure, and Pakistani origin.



Service Offered:
International Selection

AT A GLANCE:

Project duration - 6 months
Locations covered – Across the globe

Challenges	Solutions	Results
<ul style="list-style-type: none">• Niche requirement• Availability pool being minimal• Difficulty in finding Pakistani nationals settled globally• Some candidates were reluctant and found it weird when we confirmed their nationality	<ul style="list-style-type: none">• Undertook Requirement Analysis of the client• Mapped 60 Pakistani nationals in Finance roles globally and developed a List A• Further refined the list and narrowed down on candidates with FMCG experience• Presented a List B having 20 candidates who had global experience working in top notch FMCG companies globally and wanted to settle back in their native country - Pakistan.• The client selected few of the candidates	<ul style="list-style-type: none">• Finally 6 candidates were interviewed and one of them was made the offer• Recognized by the client as preferred recruitment partner.