

# 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. The client was looking for a **CHIEF FINANCIAL OFFICER, INDIA** to head their finance function in India, and who would gradually be handling the **SAARC** countries. They wanted us to map 4-5 leading FMCG companies in India.



Service Offered:  
Search & Selection

### AT A GLANCE:

No. of Open positions -1  
Offer letters issued - 2  
Total people hired- 1

Project Timeline - 6 Months  
Locations/ Cities covered -  
Multiple cities across India

Skills serviced - Finance

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>The client was very particular about the number of CA attempts of the candidates; and that the candidate should have specific experience and at a specific salary.</li><li>The client insisted on a candidate from Fortune 100 companies only.</li><li>Indians with experience working in other countries were to be given preference.</li></ul>	<ul style="list-style-type: none"><li>We mapped the top five FMCG companies in India.</li><li>We tapped few Indians who were working in other countries.</li></ul>	<ul style="list-style-type: none"><li>We narrowed down the initial shortlist to a list of 10 candidates who matched 80% of the criteria mentioned by the client</li><li>The candidate who was first offered the job, initially backed out as he was retained by his company – Unilever, UK.</li></ul>