

# CASE STUDY

## Search & Selection solutions for a large confectionery company

### Background

The client is one of the largest biscuits and snacks manufacturing firms in the Middle East and was established in Saudi Arabia about 29 years back. They have many well-known consumer brands and super quality products, with some of them catering to more than 25 international markets.

Position Hired: KEY ACCOUNT MANAGER, SAUDI ARABIA



Service Offered:  
International Selection

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• The client needed an Arabic speaking and local national in Jeddah from good brands in Food (biscuits &amp; Snacks) industry.</li><li>• It was difficult to match candidate's salary expectations but we managed within 2 days' time.</li><li>• TAT of two months</li></ul>	<ul style="list-style-type: none"><li>• After extensive search, four profiles were shared with the client.</li><li>• Since the quality of shared profiles was excellent, the client shortlisted &amp; interviewed two candidates out of the shared four and selected one candidate.</li><li>• We discussed the salary with the client and they offered as per candidate's expectations.</li></ul>	<ul style="list-style-type: none"><li>• Two rounds of interview were taken by client after which they offered the candidate.</li><li>• The position was closed within a month</li><li>• Recognized by the client as preferred recruitment partner.</li></ul>

### AT A GLANCE:

**Duration** - 2 months  
**Offer letters Issued** – 1  
**People Hired** - 1  
**Locations** covered – Saudi Arabia

**Skills serviced** – Sales (Key Account Management)