



# Case Study

## Client

£300M Engineering and Technology Group with a number of autonomous operating subsidiaries grouped into operating divisions - manufacturing instrumentation and medium value capital equipment for a diverse range of customers in manufacturing and continuous process.

## Brief

We were initially appointed to manage the assignment to appoint a **Sales Director** for one of its subsidiaries supplying the water, food, brewing and pharmaceutical markets.

## Outcomes

- Following a thorough Search process, a high calibre candidate with knowledge of 3 of the above markets was appointed which resulted in the client achieving record sales and profits in subsequent years
- This led to further projects to strengthen the sales team with the appointment of regionally based **Business Development Managers** with strong technical backgrounds
- Referrals to 3 other subsidiaries across different divisions resulted and assignments were successfully completed to appoint **Sales Directors** and **Technical Directors** utilising both Search and Selection techniques as appropriate.