



# Case Study

## Client

A \$3Bn manufacturer of speciality chemicals with manufacturing operations worldwide supplying industries including packaging, food manufacturing, personal care and construction.

## Brief

To work closely with the Senior Sales Management team of a rapidly growing division seeking to appoint market focused **Business Development Managers**.

## Outcomes

4 appointments initially made that enabled the client to establish a strong foothold in key market segments.

Referrals provided to other divisions and over time **40+** assignments were completed to appoint a range of professional / managerial personnel in the following functions including

- manufacturing
- process engineering
- technical (both R&D and technical service)
- sales
- marketing
- HR
- IT
- supply chain

These assignments (incorporating both Search and Selection) were undertaken on behalf of different plants around the UK and Europe and we worked closely with the HR Directors and senior management teams in each region to ensure the delivery of consistently successful results.