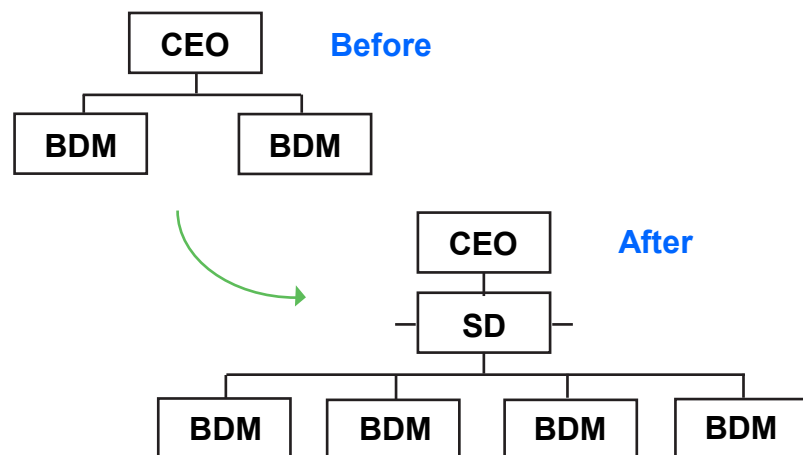


## Client situation

The client operates one of Europe's largest on line sales networks supporting the rapidly growing internet channels of some of the biggest brand owners in the UK. The company had taken on new funding to compete against a mix of bigger multi disciplined and smaller vertically focused networks.

## Project goal

Drive the recruitment of a Sales Director and additional Business Development Managers to drive business development execution.



## Outcome for the client

The client adopted Trinamo Recruitment Process (TRP) and, in the midst of a highly competitive recruiting environment, successfully hired a high impact Sales Director and two New Business Development Managers

## Project delivery

The project started with an initial requirements capture and ended with the successful offer management for both roles.

### Specific transfer of skills and processes included:

- ▶ Building the candidate specification
- ▶ Drafting job advertisements
- ▶ Effective use of private jobs boards
- ▶ Candidate review processes
- ▶ Interview scoring forms
- ▶ Interview panel management including formation, briefing, control and deliverables
- ▶ Candidate progression process
- ▶ Guidance on building a short list
- ▶ Offer management
- ▶ Closing candidates

