

Case Study – Interior Design and Fit-out



Appointment: Corporate sales Leader, Maris Interiors

Client:

A leading office design, fit- out and workplace optimisation expert based in the south East of England delivering projects throughout the UK and continental Europe.

Challenge:

To source a highly energetic and driven corporate Sales leader to drive and support the rapid growth ambition of the company and to win projects across a number of markets.

Our solution:

After gaining a full understanding of the clients vision, project brief and candidate requirements a detailed process was mapped out including search methodology, social media and recruitment advertising plans , consultant interviews and short listing to ensure the right cultural fit with the client. We presented 5 high quality, fully vetted experienced Corporate Sales candidates from which we managed the interview process, offer, negotiation and successfully appointed.

Testimonial:

"A very accurate depiction of the clients business, culture, plans and requirements, so there were no surprises"