

## Case Study – Transportation



**Appointment:** MD Aviation, OCS

**Client:**

A leading Facilities management provider with a reputation of quality service provision across multiple markets and sectors. OCS Group was struggling with an aviation business that needed “refocusing”. Its management team had lost their way, they were struggling with aggressive competition, aggressive clients looking for continual cost savings and contracts that required commercial turnaround.

**Challenge:**

Due to the competitive nature of aviation services and a drop in profits, our client needed to transform the business in the sector and were looking for a candidate with deep knowledge of the sector to turnaround the business.

**Our solution:**

Working closely with the client, we were able to respond quickly to the requirement and provide a key talented candidate who was coming available through a change of his circumstances. Drawing on our talent pools we were able to save our client time and money by making a relatively quick appointment.