



Murray Resources works with many of the leading companies in Houston, from Fortune 500 companies to dynamic small and medium-sized businesses.

Some of the industries we work with include banking, communications, energy services, environmental, financial services, food services, government, healthcare, insurance, legal, manufacturing, non-profit, oil and gas, retail, and utilities.

Read testimonials from some of the companies and job seekers who have shared their stories with us. You can also watch their videos.

Below are just a few case studies that are reflective of the type of work we do. **Click on one of the links below to learn more.**

Australian-based Chemical Manufacturer – Recruited: CEO

Client Background

Based in Australia, this publicly-traded company produces chemicals used for the maintenance of pipeline systems, chemical process lines, and oil field injection systems. Their latest product is a ground-breaking, multifunctional chemistry designed to dramatically reduce their clients' production cost by enhancing field efficiency.

Challenge

With the development of their newest product innovation, our client sought to fill a mission critical CEO position to spearhead its delivery into the oil and gas marketplace. The product, a multifunctional chemistry built to replace multiple oil field specialty chemicals with one cost effective, environmentally friendly additive, is a step-change technology innovation completely new to the market. Our client needed to find a candidate who not only possessed the technical knowledge required for the role, but who also had an adequate network of high-level players at major oil and gas companies – both nationally and globally – who could support the introduction of this new product to the market.

Approach

Murray Resources began by targeting candidates at the VP or Director level from major oil and gas companies. The goal was to identify qualified executives who were seasoned in chemical product marketing, sales and development, and who were confident enough to represent a brand-new to the market product. After an extensive process of sourcing hundreds of resumes, Murray Resources presented the client with seven qualified candidates. After several rounds of phone interviews, the client selected four of them to move forward to the final round of interviews. Our narrowed the pool to the strongest three candidates before ultimately hiring their top pick for the role.

Result

Murray Resources was able to quickly source high caliber candidates for this unique executive level role within 3 weeks. Our client had difficulty narrowing down between the final contenders – but in the end, Murray Resources was able to facilitate the placement of an individual with significant oilfield chemical sales experience and superior industry knowledge. The candidate valued the unique opportunity to take the lead on a groundbreaking product – and turned down another offer – to accept the CEO role with our client.