

CASE STUDY: RECRUITMENT & PLACEMENT SOLUTIONS (RPS)

EXPANSIVE OUTREACH CAMPAIGN PRODUCES SUCCESSFUL HIRES AND CLIENT DEVELOPMENT

CLIENT

A start-up division for a Fortune 100 multinational retail company needed a trusted staffing company to help them find qualified candidates. This division operates as a stand-alone startup for the company with the goal of operating strategic assets and has the potential of being the leader in transforming the future of retail.

CHALLENGE

The client needed qualified candidates who were willing to work in a high-tech, confidential environment for a new start-up location. The Staff Management | SMX team was tasked with finding candidates in a highly competitive job marketing within a large metropolitan area. Additionally, this was also a temp-to-hire position with a highly compressed timeline.

STRATEGY

The Staff Management | SMX team started by meeting with the client to discuss the critical job requirements for the necessary positions. Because of the highly competitive job market, our team also brainstormed ideal skill sets that could be taught or transferred into the job if candidates did not meet all of the requirements. We then did an outreach campaign of candidates who met the qualifications, recent college graduates and candidates who had transferable skills.

With two weeks, our team had found 25 qualified candidates that were hired by the client.

Our success at the start-up division led the client to request additional job orders to expand their workforce in the metropolitan area. Additionally, the client requested we fill orders at their corporate headquarter location for the same position.

RESULTS



Candidates hired
within 13 days: **25**