



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.**

Global Food Processing Market Leader – Recruited: Sales

Client Background

Founded in the late 1800's, this US-based global food processing and packaging company has grown to become a market leader, with multiple offices across the globe. Due to their continued growth into new product areas and markets, the company contacted Murray Resources about helping to build their sales team.

Challenge

The client was looking to fill two key regional manager positions, one for the southeastern United States and one for Latin America. With two supervisors leading the hiring process on the client side, our consultant worked to establish a consensus ideal candidate profile: a professional with a sophisticated sales background, preferably with a strong engineering understanding, knowledge of the capital equipment manufacturing industry, and the requisite personal skills necessary to establish and maintain client relationships.

Approach

The Murray Resources team responded immediately to the client's inquiry and undertook the extensive process of researching and vetting potential candidates for the position. The team ultimately presented the client with eight strong candidates. The client reviewed the candidates and elected to proceed to the interview phase with four of the applicants. Murray Resources then coordinated the travel and logistics required to arrange the interviews in Houston. After a day and half of interviewing, the client hired two candidates to fill their positions.

Result

The client was astonished with the quality of candidates Murray Resources presented and the effort put forth to procure top-notch talent that specifically fit within their corporate culture. They were supremely thankful that they were able to fill both positions in only one trip and have subsequently reported that the new hires are thriving in their roles. With over 30 years in the recruiting industry, Murray Resources was able to provide the kind of high-quality, high-touch support that can only come from a recruiting consultant's ability to read both the client and potential candidates – resulting in a perfect match for all parties.