



## Case studies

▼ How we used our Reach Talent solution to find the right Business Development Manager for Eurotech, after previous 6 month wait. *[Click to read more](#)*

### Overview

Business Development Manager recruited after 6-month search from other agencies  
Eurotech needed MP to find the right calibre of candidate

### Challenge

Following an internal restructure, a new business development manager role was created in the sales function. Eurotech had attempted to fill the position themselves and used various other agencies, but struggled to find the calibre of candidate they wanted in six months of searching.

### What we did

We met Eurotech to discuss the process and the recruitment issues. We discovered that they weren't attracting the calibre of candidate they wanted because the salary level was too low. We convinced Eurotech to increase the advertised salary. We advertised the role online using our Reach Talent product, on [michaelpage.co.uk](http://michaelpage.co.uk), [totaljobs.com](http://totaljobs.com), [telegraphjobs.co.uk](http://telegraphjobs.co.uk), LinkedIn, Twitter, Facebook and Google.

### Results

Within four weeks of the meeting, Michael Page Sales had successfully found a suitable candidate who was offered the role and accepted.