

# Relationship Building and Delivering Results Leads to Client Expansion



## CLIENT

This company provides provide technical solutions and specialty construction products for waterproofing, fire protection, and restoration applications.

## CHALLENGE

The client was struggling to fill positions at multiple locations. Even though the job title was the same, each location had a different need such as being bilingual or having different types of sales experience. They were also struggling with multiple incumbents trying to fill the position and not being successful as well as candidates rescinding before their start dates.

## STRATEGY

Our Recruitment and Placement Solutions (RPS) team started by assigning a lead recruiter to the account. This recruiter worked hard to learn the company, the industry, and build a strong partnership with the client's HR manager. Our recruiter kept in consistent contact with the client through weekly updates while filling multiple locations and positions at a time. Because of our work, the relationship with the client and the scope of work grew and we expanded our team to help fill even more positions. The client trusts our teams' decisions and implements the recommendations our team makes to their process.

## RESULTS

