

CASE STUDY: RECRUITMENT & PLACEMENT SOLUTIONS

# IN DEPTH SKILLS INTERVIEW LEADS TO EXPERIENCED OPERATIONS HIRE

## CLIENT

A global real estate services company that manages, leases and re-visions one of the largest retail portfolios in the United States was looking to partner with an experience staffing provider. Their regional shopping centers are in key markets throughout the country, encompassing 170+ locations across 43 states and representing over 146 million square feet of leasable space.

## CHALLENGE

Due to a recent portfolio acquisition, the client was looking to partner with a staffing firm that had experience in recruiting operations management roles. Their internal talent acquisition team was having difficulty identifying the right candidate for a facility operations manager at one of their retail malls in Savannah, GA. After an initial phone call discussing their need and our experience, they enlisted our team to recruit for this role.

## STRATEGY

To better understand the client's needs and the challenges they've faced, an intake call was set up with the hiring manager to discover what hard and soft skills were required for a successful facilities operation manager. Within 48 hours after the discovery call, a candidate was identified that met all the hiring manager's requirements and was submitted to the customer for review. After several rounds of interviews with their leadership team, an offer was extended and the position was filled and closed in less than 24 days.

## RESULTS



Candidate  
sourced,  
interviewed  
and hired within  
**24 DAYS**