

CASE STUDY: RECRUITMENT & PLACEMENT SOLUTIONS

# CLIENT-FOCUSED APPROACH LEADS TO QUALITY HIRE IN JUST 10 DAYS

## CLIENT

This client is a Fortune 250 global leader in motion and control technologies across a wide range of diversified industrial and aerospace markets. Their workforce includes personnel in administration, engineering, information technology, manufacturing, accounting and finance.

## CHALLENGE

Due to a recent acquisition, the client made the decision to consolidate production of their filtration solutions with another manufacturing facility, resulting in the closure of their New Jersey plant. They were looking to find an operations manager with leadership experience to fill a six month contract position.

The client needed someone who could motivate a team of workers to stay focused during the final months of production. Their ideal candidate would also need a high degree of integrity to ensure that their employees wereworking safely while meeting production quantity and quality goals.

## STRATEGY

We started by gaining an understanding of what the most critical candidate requirements were for the client. We then ran a market analysis to discern the median wage for this type of position as well as to gather information about the available candidate pool. This market analysis also gave us knowledge of which companies were hiring for similar positions in the area. Using this information, we made salary recommendations to the hiring manager and began sourcing candidates who possessed at least one of the skills required by the client.

## RESULTS

Through our expert sourcing process, we found four qualified candidates. Of those four, we determined that two were a good fit. The client considered both of them and hired one. The RPS team was able to provide a qualified hire in just 10 days.



**4** Qualified  
Candidates  
Sourced



**2** Candidates  
Recommended  
for consideration



**10** Days to  
Hire  
ideal candidate