



Recruitment Support Services

CASE STUDY



A recruiting company bought itself ample of time to do what it is good at - “Recruiting”. Learn how an international recruiting company rightly chose an outsourcing partner to leverage upon their resources, skills, staff and tools to gain time for itself to focus on getting clients & do what they have to offer, more strategically.



EXECUTIVE SUMMARY



Our client runs her consulting business since year 2000. The client is a hands-on recruitment consultant and her professional journey started much before the business. She has traveled and worked in London, Sydney, New York and now is settled in Ireland.

Her experience gets her the business which she expects to get but working for clients with global presence isn't a joyride. To find the clients and to find the candidates matching the client's demands, she needs more resources, tools, staff and above all this - TIME.

The client found all her answers with a single call, which led her to Fusion. Fusion having a team of excellent researchers, robust infrastructure, latest technology, tools for recruitment industry and hyperactive professionals was the outsourcing vendor client was looking for.



CLIENT SUMMARY



Our client's core foundation is about establishing the right partnerships that allow them to achieve both individual and corporate goals. They are an international consultancy firm that specialises in providing a high quality, bespoke service that is recognised and trusted globally within their areas of expertise namely architecture, engineering, project management & education.

They also have a strategic partnership division that focuses on the introduction of corporate clients, providing a link for companies interested in embarking on mergers, acquisitions, joint ventures or corporate connections. With their extensive European and global network, they have individuals and companies to suit all business objectives.



THE CHALLENGE



The client is an International consulting company and provides its services to a host of Industry verticals such as Architecture, Engineering, Project Management and Medical professionals. Their clients are both local with global presence and in the true sense of the word having global presence however establishing a local presence as well.

The clientele of the company is such that most of the times they need professionals who are not necessarily from Ireland and could be located in other parts of the world.

The challenge she was facing was lack of time to find these candidates, lack of the right tools and resources to find such candidates and most of all she was missing on business development activities as she had to devote most of her time looking for these candidates.

Because of the demands of her business which invariably requires mining candidates scattered all over the globe, access to a number of recruiting boards is necessary and the time it takes to use all these varied job board to come up with that candidate is of utmost importance. This in our view was the biggest challenge.



THE SOLUTION



Fusion's access to different job boards and experienced resources were the answer to client's most pressing challenges: -

- Access to varied job boards
- Prior experience of handling such varied job boards
- Time to allocate searching over these varied job boards

Fusion has access to tools and technology which have enabled her to find talent internationally. With prior experience and proven methodology Fusion is able to tap not only active candidates but have the necessary skills and capabilities to unleash the pool of passive candidates as well.



SUCCESS STORY

Fusion's offering was worth a try and to test them out they offered a complimentary trial for 24 hours of services. Upon the trial client learnt that there is much more than expected on offer, she got a backup for her dedicated resource, a quality control team to ensure the right output, an account manager to reach out to for any suggestion, feedback or concern and an infrastructure promising NO "No Work" day.

The client confirmed the continued utilization of services and banks upon Fusion for all her backend work. And this trust has resulted in more number of placements, more clients and guess what more time too to spend with her family!!

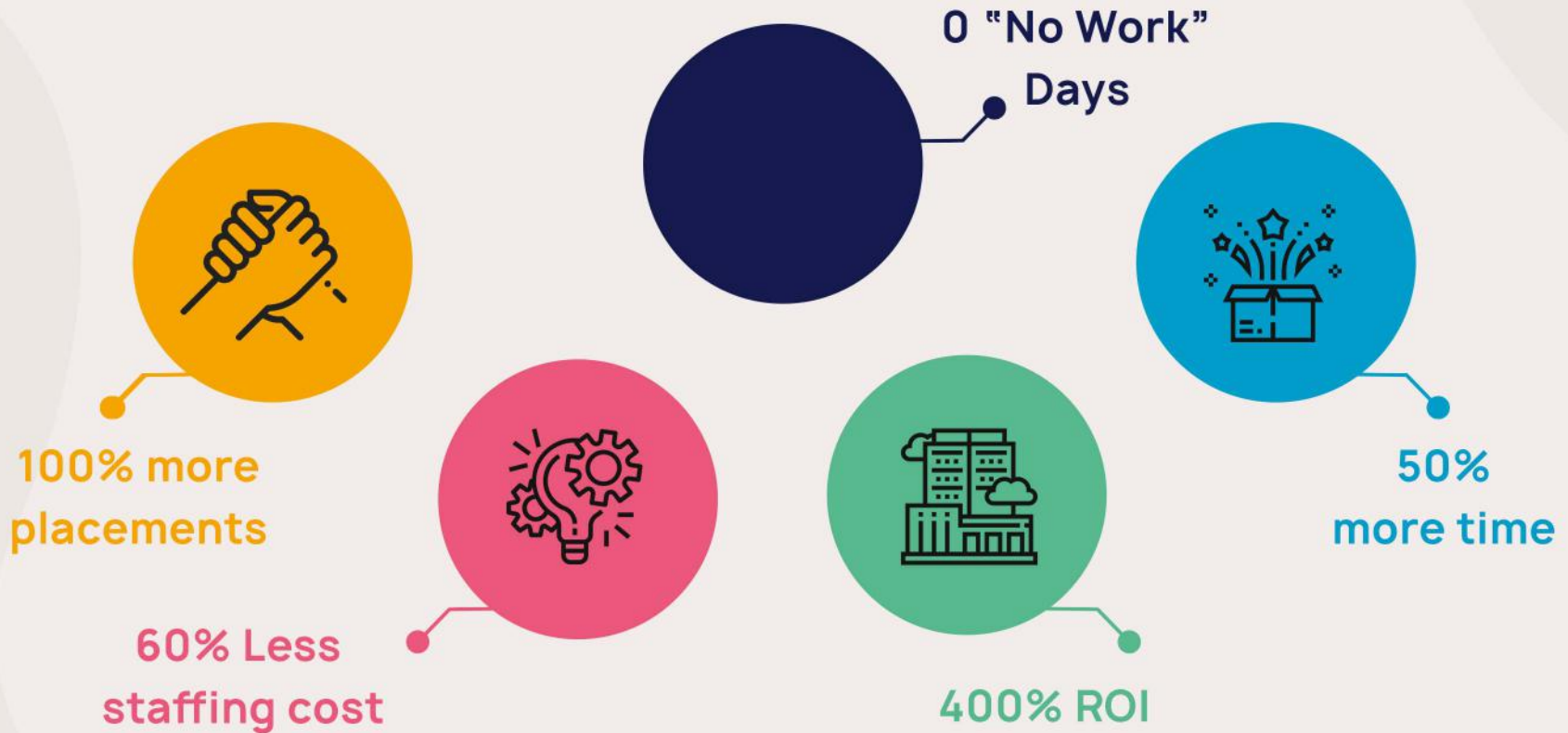


International Candidates

Client



FACTS TO LOOK AT





CONTACT US



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