

CASE STUDY

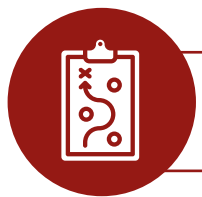
A well established 25+ years all manufacturing company - leader in its domain wanted to hire 100+ sales team members in 2-3 months





THE CHALLENGE

Company wanted to have people of specific domain expertise and from selected companies only. That too most of the candidates were already approached by their internal team.



THE ACTION PLAN

Acting as an extension of the company's recruitment efforts, Ethos took over all recruitment efforts by giving 4 dedicated resources to sit at client's office and doing recruitment exclusively for them.

While 4 recruiters were sitting at client premises, backend team from ethos office was already working in sync with them by leveraging our in-house research team to generate a high



volume of qualified sales talent & build a robust pipeline. We had discussions with the client to implement swift scheduling and eliminate redundant rounds of interviews.

Lastly, we made sure to manage both candidate and client expectations around compensation.



THE RESULTS

At the conclusion of the three-month, most of the positions of clients were filled in and we successfully doubled the size of the client's sales team across India.