

CASE STUDY

Search & Selection Solutions For A Global Wine & Spirits Company

Background

The client is among world's top five global liquor companies manufacturing liquor and related products. The company offers rye whisky, bourbon whiskey, schnapps, vodka, dry gin, whisky, brandy, Scotch whisky, grain alcohol, rum, cognac, cordials, flavored brandies, tequilas, gin, malt, Scotch whisky, and wine.

They had a senior level role - NATIONAL KEY ACCOUNT MANAGER which required 10+ years of experience with liquor experience in current company.



Service Offered: Selection

Challenges	Solutions	Results
<ul style="list-style-type: none">• The candidate needed to have key account handling experience at pan India level.• The requirement asked for experience of only liquor industry (beverages).• Indian liquor industry being very small, maintaining confidentiality of interviewee candidates had to be handled carefully.• Client wanted people with experience of 8-10 years with a budget in which it was difficult to convince candidates	<ul style="list-style-type: none">• We mapped the candidates available in the market along with details of their experience and CTC, all of which was shared with the client.• Regular discussion was done with the client regarding the available talent pool in the market• Lot of references were generated to find more and relevant candidates.	<ul style="list-style-type: none">• As a result of the mapping and referencing, we got good industry connect in liquor industry.• Industry mapping helped us to put across our challenges, concerns and solutions with the client.• Our work was highly appreciated by the client's talent acquisition team.

AT A GLANCE:

Offer letters Issued – 1
People Hired – 1
Locations covered – Pan India

Roles: National key account manager

Skills serviced – Food technology, Nutrition

