



Professional Services Practice Case Studies

Case Study 1

Client: A Magic Circle Law Firm with over 3000 employees.

Assignment: To find them a new Operations Manager to look after over twenty 3rd line support Analysts and implement ITIL processes.

Outcome: Working against four other 'preferred suppliers' we were able to identify three candidates with professional services experience that were not on the open market. Reference checks and screening interviews were conducted. CV's were submitted to the client within seven days of accepting the assignment. One of these candidates was successfully placed after two rounds of interview and has now started with the client.

Case Study 2

Client: A Magic Circle Law Firm with over 4000 employees and over 20 International offices.

Assignment: To find a highly technical, yet consultative, Senior DBA within a strict budget.

Outcome: Working with a new manager that had not recruited through us previously, we were asked to undertake the role with it having been 'live' for over six months using the current 'preferred suppliers'. Having undertaken an extensive search of the market, and our own niche database, we were able to identify a candidate. Following their successful technical test and screening interview we presented them to the client resulting in a successful placement within three weeks of undertaking the assignment.

Case Study 3

Client: A Global Law Firm with a large office based in London.

Assignment: To find a Senior Business Data Analyst with extensive experience of process systems and business analysis.

Outcome: Taking on the assignment with it having been open for a period of months, we were quickly able to identify a candidate that had all of the technical skills and background who had worked at the firm in a previous role, so was also able to understand the unique environment, which had been identified by the client as a key part of the role. This candidate accepted and started the new role within just four weeks of CCL being engaged to source an individual for the role.

Case Study 4

Client: Medium sized corporate firm with around 1000 users in Birmingham.

Assignment: To find a Lead IT Trainer. The trainer needed to have a number of years experience and have a number of industry recognised certifications.

Outcome: After an initial, traditional recruitment search had proved unsuccessful, we utilised search-based techniques and were able to identify a 'passive' candidate who was successfully interviewed and placed within 2 weeks of undertaking the assignment.