



Identifying an outstanding UK Country Manager



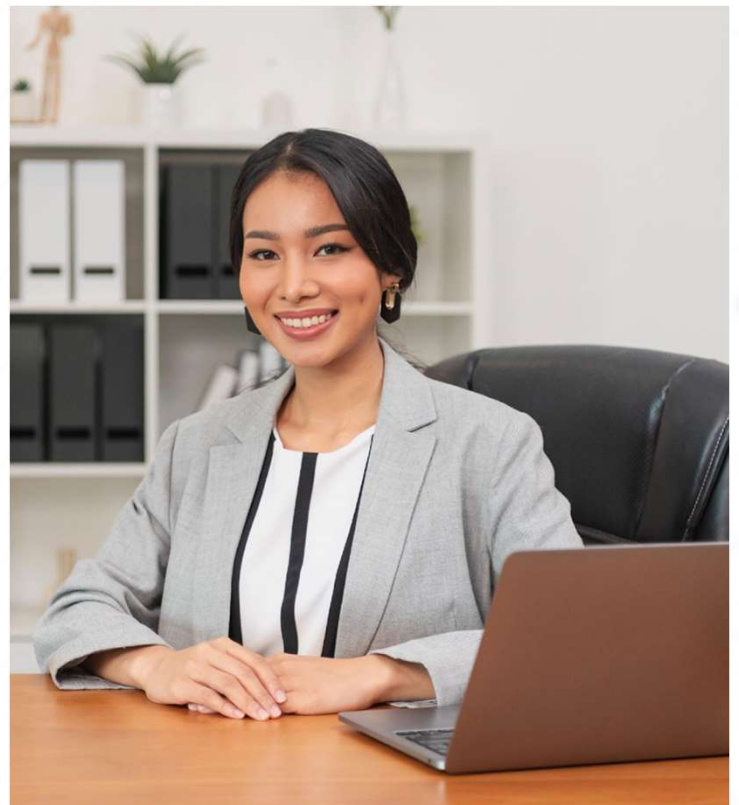


Overview

When a highly successful Central European based Data Analytics provider began to plot out their first overseas expansion, they received a strong recommendation to contact Jurupa as a starting point to discuss optimal strategies for executing such a critical project.

Challenge

Whilst the company was highly successful in their country of origin and boasted a thriving client base distributed across all of Europe and parts of the USA, they were yet to hire anyone outside of their territory. The executive board members had previously identified the UK as an ideal target market to expand into. The difficulty was that no-one in their existing network or recruitment channels was able to produce a suitable candidate for the task

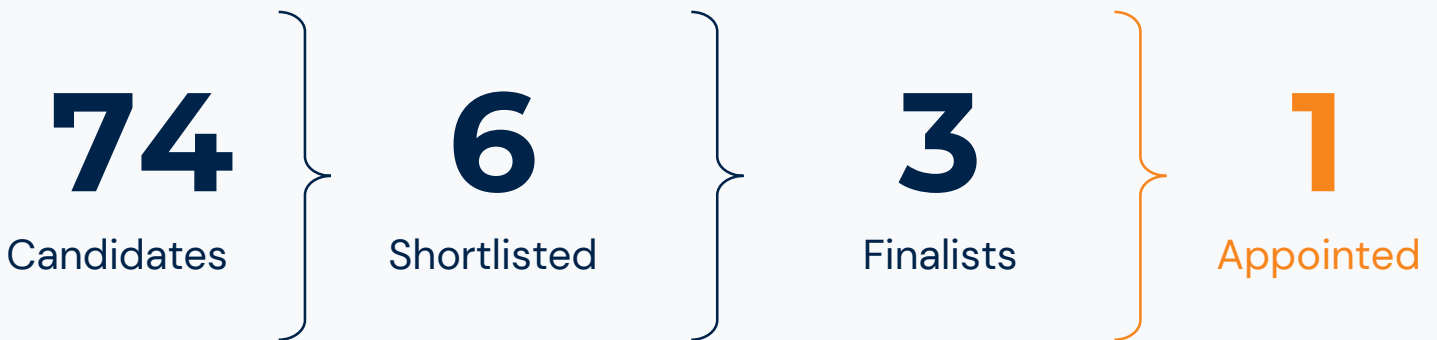


Solution



Applying a holistic approach to determining the most desirable outcomes from this mission, Jurupa deployed a lateral thought process and diagnostic approach to understand the client's aims and expectations. Working in close partnership with the company's co-founders, Jurupa proposed a highly flexible and milestone-oriented plan to execute on bringing the most suitable candidates to the table.

Results



Despite operating within a relatively niche area within the world of data analytics, within a matter of weeks Jurupa delivered a longlist that consisted of highly regarded and desirable target candidates that were qualified, interested and available for the assignment.

Jurupa were invited to attend every interview along with board members and took an active seat in debriefing and steering sessions. Ultimately, an outstanding industry executive was chosen for the role who went on to open up significant market share on behalf of our client.

Journey



Search Execution Plan





Jurupa



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