

CASE STUDY

Unleashing Strategic Focus Through Offshore Support



Client:

Our client is a leading recruitment and consulting firm established in 1989. They specialise in Real Estate, Property, Development, and Construction, offering a localised service with a national and international reach. With fully integrated offices across 3 locations in Australia and 2 in APAC, they connect the top-tier candidates.

Challenges:

Their onshore team wore many hats. Formatting CVs alongside their core responsibilities left them with limited time for strategic activities like client relationship building and business development.

Our Approach

- **Polished Presentations:** We leveraged our IMS team to provide dedicated CV formatting expertise. This ensured each candidate's profile received a professional makeover, tailored to industry standards, and ready to impress potential employers.
- **Unlocking Hidden Opportunities:** Witnessing the success of our CV formatting, we proposed a one-week trial of strategic mapping activities. This exercise aimed to pinpoint emerging trends and opportunities perfectly aligned with the client's goals.
- **Empowering Focus:** The positive results of the trial spoke volumes. The client entrusted us with ongoing database updates and strategic mapping. This freed up their onshore team to concentrate on core business functions and dedicate more energy to lead generation.



Results

Effortless Presentation:

Over **three months**, we seamlessly formatted an impressive **580 CVs**, always meeting turnaround times and elevating candidate presentations.

Efficiency Boost:

Our support empowered **14 onshore consultants** to shift their focus to strategic roles. This resulted in a significant improvement in client relationships and business development efforts.

Enriched Database:

Within just a week, we expanded our client's database with **40 new companies and 200 valuable contacts**. This provided a rich pool of leads for future recruitment endeavours.



"Thanks to IMS's exceptional support with CV formatting and strategic mapping, our onshore team can now dedicate more time to core business activities. This has significantly enhanced our overall efficiency and ability to generate new business."

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Is your recruitment team bogged down by administrative tasks? Let IMS People Possible streamline your operations and unleash your team's full strategic potential. Reach out today and discover how we can optimise your recruitment process for maximum impact.

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Disclaimer: This case study is the property of IMS People Possible. All case studies have been inferred from actual activities. Information provided is factual, and in certain cases, the figures are referential. Specific client information and data are kept in confidence to protect our client's business interests. If you have any further questions or want to know more about how IMS People Possible can help your business, please email us at info@imspeople.com.

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info@imspeople.com

www.imspeople.com



Corporate Office

1/2, Indraprasth Business Park, Near DAV School,
Prahlanadnagar Extension, Makarba, Ahmedabad 380051, Gujarat, India.