



# *trend*

SALES, MARKETING  
& DIGITAL RECRUITMENT

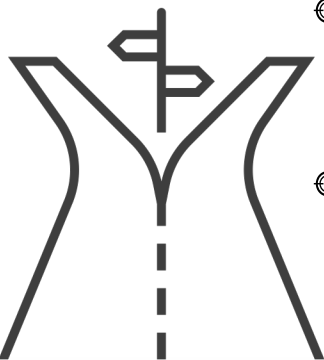
# THE CHALLENGE

- Global telecom company was looking for a Sales Director in Chile with very specific requirements: be based in Santiago region, fluent English, technical background and solid relationship with C-level in a Global Account.
- Talent Acquisition team (US based) and Hiring Manager (Global VP based in Europe) were out of ideas after various efforts and the position reached 6 months open.

## HOW WE DID IT

Through our agile methodology and specialized recruitment techniques, we reached candidates that were under the radar. Talents that were not actively looking, but open to new challenges.

### THE JOURNEY



- ⊕ Weekly market insights reporting and pipeline visibility
- ⊕ 1st candidate shared in 10 days followed by robust shortlist
- ⊕ Constant support about best practices to guarantee candidate experience

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# HOW WE ADDED VALUE TO OUR CLIENT



Time: Talent Acquisition Manager met the right fit for the position in 25 days



Reach: Our client was introduced to a talent that previously could not be reached internally.



Consulting approach: specific talent market intelligence, supporting hiring team to make the best decision.

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