



Hudson case study

From great people to great performanceSM

A New Team for a New Business in the Global Banking Arena

THE BRIEF

Our client - a global banking services organisation - was looking to creating a new business and service offering for a new client base. This was Greenfield in terms of people, processes and systems. Initially they were looking for seven contractors (one project manager and six business analysts) within a timeframe of c2 months with a number of other roles to follow in the coming months. To ensure discretion and a reliable service the client wanted a sole supplier. We met with the COO of this global business to discuss the brief in detail and a variety of possible solutions; Hudson was selected for the project a few days later.

OUR SOLUTION

We offered the client a sliding scale on contractor margins and helped create the actual job specifications. We agreed to adhere to a NDA and this was then passed on to contractors who, when initially spoken to about the roles and institution, would not actually know where their CVs were going; the client was divulged on the request of an interview. We conducted searches, interviews and then presented to the client a selection of candidates who could fill a number of the roles, including the Senior Project Manager post.

THE RESULT

Our client filled all seven contractor posts using the candidates we located for them. We are now working together on the next phase of the project to include recruitment of the Project Manager as well as developers to ultimately build the programme team to a total of c35.