



Hudson case study

From great people to great performanceSM

Quality & Volume IT Recruitment for a Global Investment business

COMPANY PROFILE

Our client is a leader in creating investment solutions for the global community.

THE BRIEF

In the previous 6 months, this global business had embarked on a significant global IT recruitment drive due to a number of global, large-scale projects taking place. They were restructuring their business, and subsequently required a whole new area of skills and technologies in a market saturated with most other buy-side and sell-side institutions looking for the same skills.

Whilst they had preferred recruitment suppliers in place, they were not delivering the quality and volume that was really required on a global scale. They thus approached Hudson on the recommendation of a previous client to become one of their three preferred global IT suppliers.

OUR SOLUTION

Hudson started by investing a great deal of time meeting with hiring managers, getting to fully understand their requirements and areas of investment on a global scale. A solution was put in place for permanent recruitment as well as for each specific project that required contract staff. For specific project recruitment, Hudson put together assignment briefs for each project and conducted all interviews, with the aim to assemble project teams of 5-10 people within a 2-month period. A global virtual team linking all Hudson IT teams helped the project become global.

For permanent recruitment, Hudson had to prove themselves through delivering, through various search methods, on 'hard to fill' roles as well as delivering on all permanent vacancies across IT that became live.

THE RESULT

Hudson is now the number one supplier to this global business for all IT Permanent and contract recruitment— a status gained within three months of the first solution implementation. We have put teams in place for two global projects and continue to act as number one supplier on other current large-scale global projects. We are also assisting the business on an exclusive retained basis for a senior appointment, and are working with this client in other areas of recruitment to include Finance, Compliance, Legal and HR.