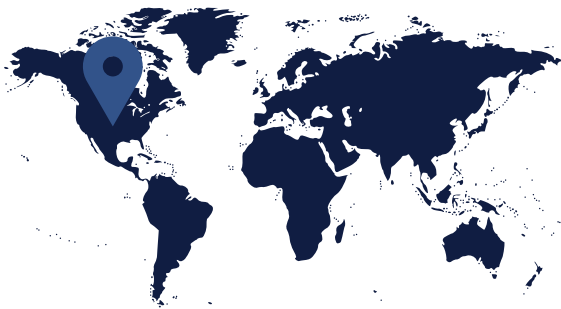


## CASE STUDY

# PROJECT SEARCH – USA RETAIL DEMAND FORECASTING



### THE CLIENT

A European Headquartered global market leader in demand forecasting and supply chain optimisation for retailers.

### THE CHALLENGE

The client sought to expand their enterprise sales team across the USA. With multiple hires required, all with niche skillsets and specific industry experience, the project posed a natural challenge.

### THE SOLUTION

Agata and her team utilised Prince2 project management methodologies to undertake a comprehensive search. Despite operating within a highly competitive, candidate-led market, Agata was able to source a list of pre-qualified candidates and successfully place the positions on time and within budget.

### AT A GLANCE

- A European headquartered global market leader in retail demand forecasting.
- Expansion plans across the USA.
- Prince2 project management methodologies utilised to deliver multiple hires amid a competitive, candidate-led market.



Gillespie Manners showed great level of market knowledge and grit resulting in sourcing and placing some great sales talent. The process is defined but flexible based on our preferences, communication is clear and prompt. I've worked the team on several occasions, and they are consistent and thorough; delivering great details when sharing new candidate profiles and acting quickly – even while working across various time zones.

– HR MANAGER AT RELEX