

Case Study

The client, a leading services multinational, was seeking a Regional CEO responsible for a team of some 30,000 staff and 7 countries. The role provided leadership, direction, and achievement of strategic goals.

Client profile

Leading services group.

Job name

Regional CEO.

Job Role

This would include the achievement of operational and financial results and ensuring that future development targets were met. In addition, the successful candidate would be responsible for regional plans and growth, financial and operational performance.

Job Responsibilities

The brief was to source an experienced commercially astute finance leader with significant stakeholder management, FP&A, accounting and controlling experience at C suite level within a manufacturing business. Experience of delivering and growing services to business customers through aggressive sales activity in international environments. A track record of delivering operational services in a multinational company. A track record of leading a business or projects requiring sizable deployment of people experience of developing businesses internationally and operating across internal company boundaries. Experience of leading businesses through periods of major change and growth. A balance of working both strategically and operationally. Track record in developing new products, services, and markets. Previous M & A experience and knowledge of conducting market assessments and implementing new service start-ups either organically or acquisitively.

Method & Result

We reviewed over 1500 profiles and longlisted 30 candidates. From the longlist, 4 candidates were shortlisted and interviewed. Two of these were selected for a final round and from this 1 was offered the position. The process from commencement to conclusion took 9 weeks.
