



Qualigence
International

+ Global Distribution Company

Targeted and identified individuals performing specific job duties in designated sectors, providing multiple hires for the client with a 2% average cost per hire.



A globally recognized global distribution company was in need of Senior Principal Program Managers with airline experience for growing needs in Italy, Germany, Singapore, Chile, Australia, and South Africa.

Qualigence International was tasked with utilizing its unique research and recruiting methodologies to complete recruitment research and candidate qualification that would reveal candidates within these regions with the following experience requirements:

- Airline experience within a technology company
- Fluid in English language + native language
- Strong delivery and program management experience
- Software System implementation experience

The client tasked Qualigence International Senior Research Consultants and Senior Recruiting Consultants to develop, identify and qualify key candidates from within their findings, including warm candidate development and background identification of candidates.



ACTION

The Qualigence International internal Research team got to work identifying candidates within the specified geographic regions with the required airline skillset. Once the candidate pipeline was identified and verified, Qualigence International Senior Recruiting Consultants contacted candidates to gain a thorough understanding of their background, skillset, experience, and interest in the open positions. These qualified candidates were provided to the client for placement of a hire.



CHALLENGE

The Research team utilized unique telephone methodologies to accurately identify individuals performing the specified functions in the designated regions. These candidates were successfully identified despite a language barrier and time difference. An added challenge was the extremely niche candidate target – persistence in research allowed Qualigence International to locate candidates with strong delivery and program management experience, software system implementation experience, and airline experience.



RESULTS

As a direct result of consistent communication with the client, Qualigence International successfully targeted and identified individuals performing specific job duties in designated sectors, providing multiple hires for the client with a 2% average cost per hire. More than 255 individuals were sourced for the client, and an average of five candidates were qualified and submitted per location. Thus far, such placements include individuals whom accepted roles in the following:

- Program Manager – United Arab Emirates
- Principal Program Manager – Australia



NEXT STEPS

The client has expressed their particular satisfaction with the amount of research provided for each open position. As an ongoing project, Qualigence International continues to successfully identify, target and place candidates for the client in the designated regions.

Uncover Your Next Great Hire

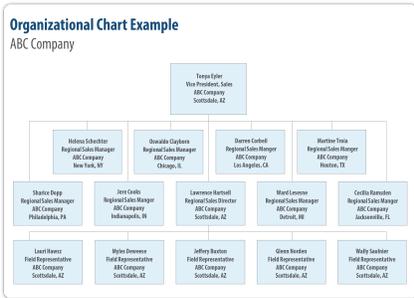
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**Qualigence
International**



Qualigence International



Qualigence International, the largest Recruitment Research and professional search firm in the US, proudly serves as a unique alternative to traditional retained or contingent recruiting models.

We're advocates of redefining talent acquisition, and empowering our clients with research and recruiting services that build business.

Recruitment Research Example

Company	Job Title	Location	State	Phone	City	Specialty	Region	Email
ABC Company	Senior	Ohio	OH	(513) 222-4433	Scottsdale	HR		hr@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	New York	IT		it@abc.com
ABC Company	Executive	Ohio	OH	(513) 222-4433	Chicago	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Los Angeles	IT		it@abc.com
ABC Company	Senior	Texas	TX	(513) 222-4433	Phoenix	IT		it@abc.com
ABC Company	Executive	Ohio	OH	(513) 222-4433	Philadelphia	IT		it@abc.com
ABC Company	Senior	Ohio	OH	(513) 222-4433	Indianapolis	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Duluth	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Indianapolis	IT		it@abc.com
ABC Company	Executive	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com
ABC Company	Senior	California	CA	(513) 222-4433	Scottsdale	IT		it@abc.com

Note: We can also provide additional information when provided with individual data from the target or on calling lists.

We can also provide: LinkedIn UR's & Biographical Information

By leveraging methodologies beyond online search, we're able to provide clients with strategic information on the entire talent pool, better equipping them to put their talent strategies in motion.

Here are a few of our clients with whom we have the pleasure of partnering:

