



Qualigence
International



Commercial Banking Organization

Uncovered exclusive qualified candidates for the client that could not be found by other organizations conducting a simple online search.



One of the largest Fortune 500 commercial banking organizations was looking to expand into the D.C. and New York markets and had an immediate need to fill unique Institutional Investment Management sales positions with qualified and motivated professionals. Without a strong in-house research and sourcing capability, the commercial banking company turned to Qualigence International to provide data analysis, organizational chart building, and market research in order to identify and place the best possible talent for investment sales roles in these expanding markets.



SELECTION CRITERIA

The Fortune 500 commercial banking organization needed to uncover viable candidates within the D.C. and New York markets with extensive commercial banking, investment management, and business development professional experience. The organization provided a list of target companies for Qualigence International to pinpoint and compile their organizational intelligence, including reporting structure and contact information, in order to identify top performers.

"Qualigence is really effective in terms of turnaround time. The team is very good about feedback, and does the tweaking and honing within your focus area and works to understand firsthand what you are looking for."



SOLUTION

Qualigence International got to work identifying 100% of the talent population within these markets. By utilizing unique phone research methodologies, Qualigence Research Consultants identified qualified, viable candidates with experience in investment management sales in the targeted regions. Qualigence then provided this comprehensive candidate intelligence to the Fortune 500 commercial banking organization. All of the information was completely exclusive to the client and guaranteed for that-day accuracy, allowing the client to hire as many candidates as desired from the provided qualified candidate list.



RESULTS

Constant communication and clear objectives assisted both Qualigence and the client in successfully identifying and placing qualified candidates for these investment management sales positions based on the research provided by Qualigence. These candidates were exclusively uncovered for the client and could not be found by other organizations conducting a simple online search.



NEXT STEPS

Qualigence continues to identify, develop and place top talent for the Fortune 500 commercial banking organization. The most recent project entailed identifying top talent for commercial lender roles in Dallas. Qualigence has successfully identified an average of 5 hires a year for the Fortune 500 commercial banking organization. Consistent feedback and updates with the client allows both organizations to successfully work in partnership to attract the right talent for the right reasons.

Uncover Your Next Great Hire

Click here to talk about your project with us today

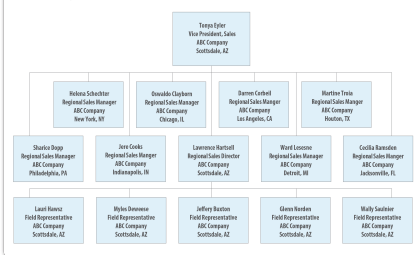


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Organizational Chart Example
ABC Company



Recruitment Research Example

Company	First Name	Last Name	Title	Phone	City	State/County	Results	Email
ABC Company	James	Galt	Senior Product Sales	(310) 111-1111	San Jose	CA		jgalt@abccompany.com
ABC Company	James	Johnson	Regional Sales Manager	(310) 111-1111	San Jose	CA	Team Sales	jjohnson@abccompany.com
ABC Company	Donald	Clapham	Regional Sales Manager	(310) 111-1111	Chicago	IL	Team Sales	dclapham@abccompany.com
ABC Company	Baron	Corbett	Regional Sales Manager	(310) 111-1111	Los Angeles	CA	Team Sales	bcorbett@abccompany.com
ABC Company	Warline	Teles	Regional Sales Manager	(310) 111-1111	Houston	TX	Team Sales	wteles@abccompany.com
ABC Company	Shadia	Daga	Regional Sales Manager	(310) 111-1111	Philadelphia	PA	Team Sales	sdaga@abccompany.com
ABC Company	Don	Gault	Regional Sales Manager	(310) 111-1111	Indianapolis	IN	Team Sales	dgault@abccompany.com
ABC Company	Blair	Loomer	Regional Sales Manager	(310) 111-1111	Austin	TX	Team Sales	bloomer@abccompany.com
ABC Company	Cecilia	Kowalek	Regional Sales Manager	(310) 111-1111	Jacksonville	FL	Team Sales	ckowalek@abccompany.com
ABC Company	Lorenza	Bartoli	Regional Sales Manager	(310) 111-1111	Scottsdale	AZ	Team Sales	lbartoli@abccompany.com
ABC Company	Lauri	Horro	Field Representative	(310) 111-1111	Scottsdale	AZ	Team Sales	lhorro@abccompany.com
ABC Company	Shyla	Drennon	Field Representative	(310) 111-1111	Scottsdale	AZ	Team Sales	sdrennon@abccompany.com
ABC Company	Jeffrey	Bortus	Field Representative	(310) 111-1111	Scottsdale	AZ	Team Sales	jbortus@abccompany.com
ABC Company	Glenn	Tordella	Field Representative	(310) 111-1111	Scottsdale	AZ	Team Sales	gtordella@abccompany.com
ABC Company	Molly	Sautter	Field Representative	(310) 111-1111	Scottsdale	AZ	Team Sales	msautter@abccompany.com

We can also provide LinkedIn URL's & Biographical Information

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.

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:

