

Carat Digital – Search Account Manager

The Challenge

Carat Digital is part of the wider Aegis Media Group, one of the World's biggest media networks.

Due to the retention and growth of their Vodafone search account, Handle was issued a brief to recruit a Search Account Manager.

There was a large volume of existing workload, so it was important to minimise the time spent by the client interviewing irrelevant/ badly-screened candidates. Vodafone was a spotlight client for Carat, and known to be both savvy and demanding. Finding a quality Search Manager quickly was paramount in a notoriously candidate-short market.

The solution

Due to our 100% interview to placement ratio with the last 3 hires in this department, Handle was awarded this assignment on an exclusive basis. The pressure was on to deliver a fourth time with tighter timeframes and a limited window of exclusivity before the role went out to open market. Thanks to our track record, Handle was given open remit to book appointments into the hiring manager's diary prior to submission.

We started by going out to our existing network – gathering referrals and leads. Ultimately, the successful candidate was referred to us by a former hiring manager and client of Handle.

The Results

The resourcing process took under 2 weeks, with placement within 6 weeks of the date of briefing and the retaining of our 100% interview to placement ratio with the client.

Client Quote:

"You have a very good strike rate. In future I'll just come to Handle. I'm really happy. You haven't disappointed yet again, Neil"

Greg Shickle - Head of Search, Carat Digital