



Industry Focus : **Aviation**

Case Study: Oracle DBA (Golden Gate)_London

Candidate Name - LW

ROLE DETAILS

Contract / Perm	Contract
Title	Oracle DBA
Profile	Oracle DBA
Location	London, UK
No of yrs of exp reqd	12 + Years

CLIENT

Our client

A leading fortune 500 IT service organization providing services, including application development and maintenance, infrastructure management, and business process management.

End client

An Anglo-Spanish multinational airline holding company with its operational headquarters in London, UK

Business Challenge of the client

Urgent project deliverables, missed deadlines and keeping up with the resourcing commitments were huge pressures which our client was facing

Challenges faced in fulfilling this role

To find a candidate with Golden Gate and Oracle DBA experience at lower than average market rates. Moreover, client had stringent selection criterion because of which a lot of profiles got rejected in resume screening stage itself.

What is unique and challenging about this closure

Finding a consultant who could meet the strict selection criteria of our client and willing to join at the offered rate, required strong negotiation skills and consultative selling approach.