



Industry Focus : **Telecommunications**

Case Study: Senior Project Manager\_Ipswich (UK)

Candidate Name - K K

#### ROLE DETAILS

Contract / Perm

Contract

Title

Senior Project Manager

Profile

Senior Project Manager

Location

Ipswich, UK

No of yrs of exp reqd

12 + Years

## CLIENT

Our client

A global leader in technology services & consulting, helping clients in more than 50 countries to create & execute digital transformation strategies.

End client

Client is a British multinational telecommunications holding company headquartered in London, United Kingdom. It has operations in around 180 countries and is the largest provider of fixed-line, broadband and mobile services in the UK, and also provides subscription television and IT services

Business Challenge of the client

A senior PM was required to manage a 'red' project where there were several misses on the deliverables and our client's relationship with the end customer was at stake. An immediate joiner, self starter and a leader was the suitable candidate for this role.

Challenges faced in fulfilling this role

A techno- business kind of candidate possessing leadership skills was not an easy find. The detailed evaluation process revealed the 'not-so-great' situation of the project. Someone who could turn things around quickly was the right fit. Thus was a put-off for some good candidates, who were happy in their 'comfort zone'.

What is unique and challenging about this closure

The selected candidate was holding multiple lucrative offers. We used our sales skills and convinced the candidate about the benefits of this offer over others. Also, we use consultative selling approach to show the value such kind of project would add to their professional career for further opportunities.