



Industry Focus : **Insurance**

Case Study: Senior Project Manager_Llpswich(UK)

Candidate Name - K S

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 leading technology services organization having global footprints and marquee clientele across various industries

End client

A multinational Insurance Holding Company headquartered in Tokyo. It is the largest property/casualty insurance group in Japan

Business Challenge of the client

This role was important for our client & it was urgent to fill this role. End client was looking for specific experience for which the consultant pool is scarce. Thus, our client was looking for assistance from us as a dependable recruitment partner for this critical requirement.

Challenges faced in fulfilling this role

Sourcing rightly skilled project manager with desired experience, at a non-premium pay rate was the biggest challenge. This is a very niche domain with very few consultants available in the market. Moreover, our consideration set was further limited to those consultants who could join immediately.

What is unique and challenging about this closure

To convince candidates for such type of role and salary negotiations required persistent effort in follow-ups, which eventually made this closure happen.