



Industry Focus : **Non-Life Insurance**

**Candidate Name - VSS**

**ROLE DETAILS**

Contract / Perm	Contract
Title	BI Test Analyst
Profile	BI Test Analyst
Location	London, UK
No of yrs of exp reqd	12 + Years

**Case Study: BI Test Analyst\_London**

## CLIENT

### Our client

A leading global IT solutions provider covering BFS, insurance, and travel and transportation verticals. It offers services including application development and maintenance, infrastructure management, and business process management.

### End client

An international specialty insurance group with offices across the United States, the United Kingdom, Spain, and Ireland.

### Challenges faced in fulfilling this role

Finding good consultants in market with these skills on rates lower than average market rates. The grilling evaluation process of the end customer was also a put-off for many skilled resources.

### What is unique and challenging about this closure

Mr VSS had 3 offers already, when he was offered this role. To make him onboard, on our offer and convince him to reject the rest, was the biggest challenge. Apart from putting to use the sourcing skills, we also had to work on psyche of a job seeker who has multiple options to choose from. It requires negotiation skills, convincing skills and going beyond what is written in the CV.