



Industry Focus : **Manufacturing**

Candidate Name - SD Re

ROLE DETAILS

Contract / Perm	Permanent
Title	SDFC Program Manager
Profile	SDFC Program Manager
Location	Madrid Spain
No of yrs of exp reqd	15 + Years

Case Study: SDFC PM_Spain

CLIENT

Our client

A global technology consulting and digital solutions company with operations in 30 countries.

End client

A Swiss multinational company that manufactures building materials

Challenges faced in fulfilling this role

- As this role is located in Madrid Spain, we first tried to source the candidates locally but unfortunately not able to find anyone local. Tried to source on a variety of Job Boards.
- After trying all the Locals, we tried touching consultants outside Spain.
- Unwillingness to relocate for a Full-Time role was a major challenge.

What is unique and challenging about this closure

The permanent nature of this job, in a predominantly contracting market. Finding a consultant who can meet the strict selection criteria of our client and is willing to relocate, required strong negotiation skills and consultative selling approach. Mr SD Re travelled to Madrid from Milan for multi-level interview process, before finally getting selected.