

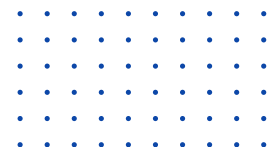


Corporate
Stalwarts

Case Study

Breaking the Hiring Deadlock for KPO Company

India's Leading Recruitment, Executive
Search, and HR Legal Services Firm





Background

One of our clients, a KPO company, was struggling to find talent due to budget constraints. Despite having numerous projects to deliver, they lacked a delivery and support team.

Challenges

- Low budget led to an inability to attract talent to the city.
- High salary expectations from candidates.
- Difficulty in finding relevant talent.
- Stagnant growth due to a lack of team members.

Solutions

Corporate Stalwarts suggested a strategic hiring plan, identifying small pockets of relevant talent and creating detailed role clarity, hiring strategy, and criteria. We advised the employer to be flexible with age, qualification, and experience requirements.

Game-Changing Strategy

Suggested creating accommodation for out-of-town candidates to overcome food and lodging cost barriers. Client rented a building, creating shared rooms for bachelors at economical rates





Benefits

- Attracted talent from surrounding areas, building a strong foundation team.
- Grew from 20 to 200 sources in the city.
- Implemented market correction by adjusting C structure and increasing packages to match experience and skill sets.

Client Testimonial



"Amit is an exceptional HR professional. His expertise in managing market trade-offs is unmatched. Patient, solution-oriented, and easy to work with, he always finds a way to solve any challenge. His kindness and openness foster a smooth relationship, allowing for independent decision-making. A great professional to have as a client!"

