



## SECTOR: RECRUITMENT

### Background

Recruitment of India Sourcing Head for a European textile major supplying kids wear to major retailers such as Walmart and Tesco.

### Client Objective

The company had plans to appoint India Sourcing Head (Merchandiser) to source and manage timely delivery, quality of textile products in India. The candidates KRA includes managing existing suppliers, identifying new suppliers, liaising with logistics company, payment collection, book keeping and managing local team

### T&A's Approach

- Prepared database of resumes of suitable candidates
- Identified list of candidates with the relevant background
- Initial identification was followed by pre-screening and shortlisting of qualified candidates
- Telephonic interviews to prepare shortlist of most suitable candidates
- Conducted background and reference check
- Final round of interviews with senior management of client during their India visit
- Advised client on employment package, offer letter and employee agreement

### Outcome

- T&A helped in successful recruitment of India Sourcing Head for the client and thereafter won a repeat mandate from the client to undertake recruitment of Country Manager for its Bangladesh operations