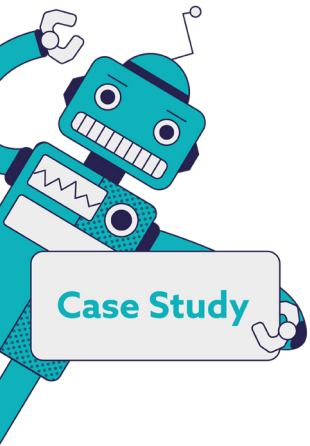
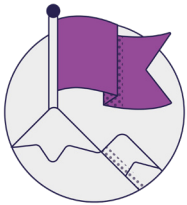


Jabra



Organisation Overview

Jabra is a global producer of innovative headset and speakerphone solutions. Jabra markets a broad range of hands-free solutions for mobile phones, contact centres, offices and Unified Communications. They enable effortless communication for mobile users, office-based and contact centre employees in all parts of the world.



Recruitment Challenge

Nigel Dunn, Managing Director, was looking to hire a Corporate Sales Director to lead his Hi-Touch sales team. At the time, the position had been vacant for a number of weeks and they were working with a small number of recruitment partners. They didn't have the time to screen candidates with multiple agencies, with the added pressure of having no internal recruitment function located within the UK.



The Outcome

Robertson Sumner successfully hired the Sales Director position within an 8 week period and the relationship has grown from strength to strength ever since. Jabra now use Robertson Sumner as their sole supplier for all UK&I based sales and marketing hires – hiring 12 candidates in 2 years, from Inside Sales to Director level positions, all of whom are still with the business.

“Since Robertson Sumner’s first successful retained service, it was clear that I had found the best consultancy for us as a business. We have continued to use Robertson Sumner as our sole supplier for all sales and marketing recruitment. I have no hesitation in recommending them in the future & I look forward to many future hires”

Nigel Dunn, Jabra

