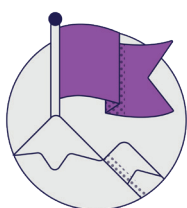


Organisation Overview

Exclusive Networks are a leading value-added distributor who accelerate market entry and growth for innovative cybersecurity, networking and infrastructure technologies. With 50+ offices across five continents and presence in over 100 countries as well as a turnover of well over £1 Billion, Exclusive Networks are truly one of the biggest players in the IT distribution space.



Recruitment Challenge

Helen Webber (HR Director) was looking to fill a very challenging, specialist technical role. Having already searched a good portion of the open market contingently through several recruitment agencies, the progress at that point was unsatisfactory. These results, coupled with the challenging time constraints of the hiring manager, were making this an extremely tricky position to fill.



The Outcome

Robertson Sumner successfully identified & introduced more than 10 CVs across the recruitment drive and then went on to manage the three stage, multinational interview process. It was ensured that the Hiring Manager's time was being best utilised and the candidate's expectations were being managed at all times to mitigate any risk of 'drop out' due to the elongated recruitment process. Robertson Sumner have subsequently gone on to recruit a number of staff for the Exclusive Networks team across a variety of technical divisions.

"This was the first time that we've used Robertson Sumner's retained service and we were extremely impressed with the results and how efficiently the whole recruitment process was managed. We would strongly recommend Robertson Sumner's retained to service to any of our partners looking to hire technical or sales talent!"

Helen Webber, HR Director





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