

## Case Study: CEMENT

**Geography:** Malawi

**Sector:** Cement

**Client:** One of the Green field Cement Projects coming up in Malawi. The company already has one existing cement plant which runs on a VSK technology.

**Client Challenge:**

- The challenge was to explore a new location called Malawi country and to source candidates who were ready to re-locate alone without taking their respective families along with them, as the exact location for the plant was a remote location, nearest town was around 75 kms away

**Our Solution:**

- We started looking for suitable candidates and sent some profiles to begin with. We provided candidates detailed information about the location being very transparent in our approach.
- Client conducted recruitment drive for all the positions at our office. We lined up 14 candidates for all the 3 positions and assisted the client for making the right decisions. Additionally, we hired a Third Party Consultant-A Professional Chartered Accountant to help them out in selecting the candidates for the senior Finance position

**Results:** Successful placements were made opening the doors for more business from the client in the future

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