



Country : Tanzania
Sector : Diversified Group

Client: Client owns a well-established company with diversified business in Steel, Cement, Paint, Hospitality and Mining sector. Company is located in Dar Es Salaam, Tanzania.

Challenges:

- The client wanted to set up a Greenfield project for manufacturing roofing sheets at Nacala, Mozambique. For the same, they were struggling to source the candidates available in the market with linguistic skills of Portuguese language.
- The challenge was to identify an experienced professional with global working experience in steel industry and additional Portuguese linguistic skills. Plus. The candidates should be willing to migrate to Nacala, Mozambique.

Our Solution:

- We understood their challenge and studied their organizations need and lacunas.
- First IMS one world made them realize the need of a Senior Business Head and filled up this position.
- Client was also looking to fill different positions in FINANCE and SALES, which IMS one world very promptly closed.
- IMS one world started looking for suitable candidates and sent four profiles to begin with.
- At that stage, we were able to identify professionals who had thorough knowledge about the given sector and were experts in their own field

Results:

- Successful placements for difficult positions.
- From 6 profiles we were able to close 4 profiles within 3 months
- We successfully closed 2 profiles in Finance out of 3, 1 in Sales out of 2, and 1 for Mozambique.

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