



## Management Consulting, Entrepreneurial Spirit

### SITUATION

Our client was a Management Consulting firm, a spin-off of The Monitor Group, which started their business recruiting professionals on a freelance basis. The company became very successful in the Telecom industry

### CLIENT REQUIREMENTS

Our goal as consultants was to recruit Managers and Directors from the bigger and more established firms, particularly those with bigger salaries and more stable income structure, to go to an upstart firm where they'd be earning less and be in a more precarious situation (freelance). It was therefore essential that each candidate we recruited had strong entrepreneurial qualities to him. To better illustrate how result-oriented our client was, for a goal of hiring 4 consultants we received a 20% invoice bonus

### SOLUTION

We searched for candidates across the board trying to find people with a strong entrepreneurial spirit. The company grew and in the end was bought out by one of the biggest Management Consulting firms. Some of the executives created new start ups in MENA and Asia-Pacific and LATAM, thereby spreading their strong entrepreneurial drive all around the globe. We continue working with them in every region

### FOR FURTHER INFORMATION PLEASE CONTACT

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